$$

THE INTERNATIONAL BEST SELLING BOOK ON THE

SOFTWARE WRITERS MARKET 1984

THE OFFICIAL LISTINGS DIRECTORY OF

SWIG

SWIG/IPF—SOFTWARE WRITERS INTERNATIONAL GUILD, INC.

- WHO TO SELL YOUR PROGRAMS TO
- WHAT TYPE OF PROGRAMS THEY NEED
- HOW MUCH THEY PAY AND WHEN

3rd EDITION

$$

SOFTWARE WRITERS MARKET

THE OFFICIAL LISTINGS DIRECTORY OF

SWIG

SWIG/IPF—SOFTWARE WRITERS INTERNATIONAL GUILD, INC.

IMPORTANT INFORMATION TO HELP YOU SELL YOUR SOFTWARE PROGRAMS

YOU NEED THIS BOOK:

(A) If you want to make **big** money writing software — or

(B) You're looking for ideas on what type of programs to write — or

(C) You've written a program and want to sell it to a software publisher — or

(D) You need to know which companies pay what, & when — or

(E) ALL THE ABOVE!

**$$$

$$$

Accept no substitutes.

If you're looking to buy a dBASE-like system, you'll really like dBASE II®.

dBASE II is the relational database management system (DBMS) we introduced to the microcomputer world in 1980. It was the best, most powerful and easiest-to-use database management system available.

It still is.

You'll wonder how you managed without it.

Because it's so powerful yet so easy to use, dBASE II has become the standard for managing data with a microcomputer.

Doctors and lawyers, accountants and salespeople, stockbrokers and students, big businesses and small are all managing their data better with dBASE II. Books have been written about it. And other microcomputer data handling programs measure themselves against what dBASE II can do.

dBASE II turns data into a company resource.

dBASE II starts where file handling systems (such as our own Friday!™) leave off.

You get a running start on your business solutions because dBASE II includes a complete hands-on tutorial. You can quickly and easily create a full business information system because all of your data is at your fingertips. Using English-like commands, you add, delete, edit, display, print and manipulate your information.

Once you've decided on what you want done, you save the instructions so that even your least experienced personnel can perform the most complex business functions with two words: *Do Invoices, Do Payroll, Do* anything that needs to be done.

Your data and your programs are independent, so you can change one without changing the other; in fact, change the way you do business without destroying what you've done.

And dBASE II even simplifies conversion from your present system, and can handle data from other programs, or create files that other programs can use.

It's the most advanced information management tool available for your microcomputer. And it's only $700 (suggested retail price).

The best selling DBMS known to man.

dBASE II struck a responsive chord in the business community when it was introduced and quickly became the best selling database management system made for any computer, micro or mainframe.

To see why, drop by your nearest computer or software store and ask for a demonstration. Then take a package home and use it for 30 days. If it's not everything we said it was, return it and get your money back.

But we think you'll keep it.

Can over 150,000 users be wrong?

Ashton-Tate, 10150 West Jefferson Boulevard, Culver City, CA 90230. (213) 204-5570.

ASHTON·TATE

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dBASE II is a registered trademark and Friday! is a trademark of Ashton-Tate.

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SOFTWARE WRITERS MARKET 1984

(Pomona, N.Y.)

EDITED BY DAN A. CETRONE
ASSISTED
BY
ELLEN FOSTOFF

HF5439
.C67566
1984

All information contained herein, was collected from companies who returned questionnaires and from other sources considered reliable. Although every attempt has been made to verify information, we can not guarantee accuracy. Neither the Editor nor the Publisher will assume liability for any errors or omissions.

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84-226763

INTRODUCTION

Although this type of book is usually self explanatory, there are a few unique features that need special mention. Here is a typical listing:

JMG Software International
710 Upper James
Hamilton
Ontario, Canada L9C2Z8
☎416-389-6086
☞**George Geczy** Acquisition Manager
Principal Business: Publisher
Date Started: 1982
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: Yes **Distributor:** Yes
Information Kit Available: Yes
Submission Procedure: Query
Hardware Preference: COMMODORE, IBM, RADIO SHACK
Programs Needed: GAMES
Languages: BASIC, MBASIC
Operating Systems: CP/M-80, TRSDOS
Microprocessor(s): 6502, 8080, 8088
Documentation Required: Complete
▶**Evaluation Period:** 5 Weeks
Marketing Rights: Exclusive
■**Payment Procedure:** Royalties 10 - 40%
Comments: Seeks quality and originality.

Notice the symbols - a phone, hand, arrow and square. You use these symbols to locate the key parts of a listing - especially when you're scanning quickly through the listings.

The easiest and fastest approach to finding the companies you want, is to use the **HARDWARE INDEX.** Find the computer you're using and after it will be a list of companies that want software for that computer. Make a list of the companies shown in the index, and look each one up for full listing details. Check off your list and make notes next to each listing in the center column of the page. Develop a grading system - either numerical or alphabetic. For example, 1. might be "Great - contact immediately" and 2. "Good lead" - 3. "Worth a contact" 4. "Review later" etc. A, B, C and D would do just as well.

Be sure to use the middle column to make comments or draw an arrow to point to something that interests you. Otherwise you'll find yourself wondering where that particular listing was that you wanted.

If you make contact by phone, or letter - again - make notes in the middle column - thereby making the directory an important reference and work book.

The previous editions were smaller sized books (6 x 9) and were over 300 pages - this newly designed 3rd Edition is 8½ x 11. The larger size provides more room and **actually holds more information** in less pages (because the pages are larger). The larger format also gives us the room to spread out each listing and gives you the middle column for notes. Although some people don't like marking up books - this directory is designed to **HELP YOU MAKE $,** and just one notation may remind you to call, etc. and that could be the **BIG** one! So, **MAKE NOTES!**

As to the contents of the listings, we, of course, had to depend on the companies as a source. Sometimes the

information didn't make any sense. There would be 4 employees and sales would be $10 million - or 50 employees and $500 thousand in sales. Sometimes they would list operating systems that only work on a mainframe IBM and request "Games Only" or Microprocessors for the APPLE, but they sell only mainframe software.

Whenever possible, we corrected the obvious and/or recontacted the company. But, believe it or not, sometimes the company insisted the information was correct - so you use your own discretion and judgement. If there are any questions, or if you have suggestions, we'd like to hear from you. So far, all the responses have been positive, including 3 thank you calls from programmers that were very successful. I don't want to sound like a nagging mother - but if you are successful - and we helped - you could at least take the time to write! Good Luck!

ACKNOWLEDGEMENT

A short history is the easiest way to acknowledge the people and company that made this directory possible.

Starting with the original idea to compile the listing information in a database, and make it possible to update and print out the listings — ASHTON TATE — with their **"dBASE II"** made it possible.

The design and selection of industry relevant information for the listings was supervised by our computer consultant BARBARA MIDDLETON.

FATHER TOM McGAHEE — an obvious expert at dBASE II — made the program do more than we asked for. Proofreading and retyping errors are the biggest time wasters. The complicated codes for typesetting, the field titles and all the hardware names were automatically generated by dBASE — thereby reducing operator errors.

The combination of the unlimited database management abilities of dBASE and the many hours and patience of "FATHER TOM" made the technical phase possible.

ELLEN FOSTOFF worked with Father Tom and learned dBASE the fast way — by having to do it. **If anything speaks well for dBASE it is the fact that Ellen was able to learn quickly as she went along** — while controlling data collection supervising input and output and solving the problems syntax errors by herself — especially when it was too lat at night to call Father Tom. She even taught dBASE t FLO DIETZE who did the bulk of the listings input and output

The support crew — ALLIE, WANDA, MARYANNE an CRYSTAL — filled in where needed and helped move it to an through the final stages. That final stage was the translation layout design and raw output into the finished product you' holding in your hands — the actual pasteup was meticulousl done by RAY CETRONE.

And I have to thank KATHERINE at CCP for her typesettin abilities that solved our last minute time pressured problems

As I looked at the finished book, it reminded me of a athlete's or dancer's performance. They are so good, the make it look so easy — so effortless. You tend to not think about the long hours of work and dedication that **must go int any job well done.**

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Now that you've
written the next
Best Selling Software
you're going to need

(1) An agent
(2) Legal assistance
(3) Financial planning

Contact

SWIG
Software Writers International Guild
P.O. Box 87
Stony Point, New York 10980
(914) 354-5585

Is Your Game Saleable?

You've just programmed the most exciting, amazing, fascinating, challenging game ever to hit the software market. You can hardly contain your enthusiasm over this brilliant masterpiece of programming ingenuity; a game that's sure to be the "Monopoly" of software games. How do you objectively evaluate your game and how do you sell it?

How do you objectively evaluate your game and how do you sell it?

The perfect, informal, low-cost test market technique is to invite friends to play it. It's better if they are not programmers - to test user friendliness. Don't tell them to evaluate, just watch their reactions. Then ask a few questions. Remember, it's easy, after months of intense programming to get a distorted sense of your own game. In all probability, having worked on the game so closely, you're a whiz at it. What may seem simple to you may be too complicated for the average game player, especially if there is a wide difference between your age and that of the player who would be most attracted to your game.

If your game passes the test and proves to be the masterpiece of wizardry you thought it to be, your next step is to query software publishers. You may prefer to have your game published by a large computer manufacturer. They may offer less money but the added marketing clout may enable them to sell more copies. Smaller independent publishers on the otherhand, generally, respond to queries more quickly, offer more lucrative contracts and may provide additional programmer support. Where you turn also depends on the type of game and what computer it was designed for.

Smaller, independent publishers generally respond to queries more quickly, offer more lucrative contracts and may provide additional programmer support.

Before sending any materials, write letters to several publishers describing your game. Should they show enough interest to request the actual games, make sure you take whatever steps are necessary to protect your material.

When it comes time to negotiate a contract with a publisher, keep in mind the following: publishers rarely advance payments against future royalties, non-exclusive or machine specific marketing rights are better for the programmer because they allow you to adapt the game for another machine and sell it again. When dealing with unknown companies you should request contract provisions that allow you to monitor sales activity.

If you need assistance in finding legal help or you decide to use an agent, one way to start is by joining SWIG - Software Writers International Guild. They will provide the services you need - or refer you. Whatever you decide GOOD LUCK!!!

Your Program Is Only As Good As Your Documentation

Writing the documentation necessary to compliment your software program presents a unique set of experiences to the software writer, who having developed his/her software program, must now present it for publication and sale. Effective communication should be the goal of any software manual. Failure of the documentation to adequately communicate instructions in the programs use can be disastrous. Whether writing the documentation yourself, or having it supervised by several professional programmers, there are some general guidelines which will enable you to write documentation worthy of the software it accompanies.

Simple and direct is bes

Writers must know their audience. A strong visual image of your audience will help direct the tone and style of your software manual. If other writers are working with you, make sure everyone shares the same image. Once you have identified your audience, you will be able to determine their relative familiarity with computer jargon, and you will be able to estimate the amount of instruction necessary to enable him/her to perform tasks set forth in the manual.

Computer jargon is, quite simply, unavoidable in any software manual. It may be necessary to teach the user certain terms and phrases. One term or phrase per element is enough. The first time it is used, it should be fully defined. In order for documentation to be useable it must be understandable. It will help if you refer to the chosen term, yourself, when discussing the program with others. Be consistent. If the user must press a certain key to complete a transaction - tell him. Don't leave room for doubt. Let the reader know exactly what you want him to do.

Always address readers directly. For instance, instead of saying "The disk can now be booted" write "You can now boot the disk." There are several advantages to this style. Not only does it reinforce the visual image the writer has of the audience, it forces him to think more closely about what he is telling the reader to do. It also removes any doubt from the users mind whether or not he is expected to respond to the instruction, and narrows the gap between writer and reader.

Effective communicatio should be the goal of any software manual.

Outline the manual before writing. This is the most reliable way to control content. Assign each unit in the manuscript a specific purpose and objective. If you find that a particular paragraph serves no real purpose or benefit to the reader - drop it. Evalulate what each word or phrase is supposed to accomplish. The only alternative to an outline

may turn out to be a lengthy rewrite and a lot of time wasted in writing material that has no place in the manual. Try to plan chapters and units around specific tasks, allowing learners to complete each task before they go on to the next chapter. It is a good idea to structure paragraphs so that the experienced computer user need not read additional explanations. Additionally, more explicit instructions should be provided in the following paragraph for the novice user who needs further elaboration.

Assign each unit in the manuscript a specific purpose and objective.

Give examples which will show the reader that the response he sees on the screen is the desired one. Try to keep sentences and paragraphs short. This makes documentation easier to understand, easier to test, and easier to proofread. Do not try to impress your readers by using words that have to be looked up in a dictionary. Keep in mind that the main objective of the manual is to be understood, not to impress readers with your vocabulary. Simple and direct is best.

Include practice exercises in any tutorial manual. These exercises allow the reader to see the results of correct action, giving him confidence in his ability to perform the actual "jobs" of the program. Always make sure that the exercises given really work. The use of screens and diagrams help illustrate program functions, and aid the reader in visualizing what he should be seeing on his computer screen.

The use of screens and diagrams help illustrate program functions.

Next comes the task of indexing. Any well written manual should include an index or at the very least, provide a list of the program functions and options showing exactly where each is located in the manual.

Strive for professionalism. Make sure spelling, grammar and typing are correct by carefully proofreading all materials. If the only difference between programs is the quality of the manual, the user will buy the program package with the most professional manual. He may even pay more for it!! Your program is really only as good as its documentation!

The final step is testing how well your documentation works. By far the best way to test your manual is to have a user who is totally unfamiliar with your program go through the manual to see how well he can perform specific tasks. Listen carefully to any suggestions he may offer, and revise your text accordingly.

Software Standards

Software professionals have discussed industry standards on and off for the past eight years, but until now, it has been almost impossible to set standards in a field whose rapid growth rivals that of the automotive industry, and fast food restaurants.

The Institute for Electrical and Electronic Engineers has recently published four standards and 13 additional standards are currently under development. These standards represent an important step forward in the growth of software enineering as a profession.

. . . establishes the basic practices and procedures that will continue to guide the software profession in the years to come.

On the surface, standards may seem a subject of quiet boredom, however, the introduction of these standards establishes the basic practices and procedures that will continue to guide the software profession in the years to come.

Society has come to depend on the reliability of software. Take, for example, the airline industry. Computer programs control air traffic with thousands of people's lives depending on how reliable the program is. Consider hospitals where critical care units are computer controlled.

For the past twenty years, software has been written by people who were trained in other professions. In the next twenty years you'll be seeing the emergence of professional software engineers - software professionals involved in specifying, designing, managing and implementing software packages.

The first standard to be approved was the "IEEE Standard for Software Quality Assurance Plans." This standard specifies minimum documentation produced and minimum reviews that should be done during the development of critical software programs. These programs were set to provide reasonable assurance that the final product would operate safely.

The process of initiating, reviewing and voting on these standards is open.

Critical software programs would include any instance where failure of the software to perform would result in a loss of life or large financial or social loss. This standard requires four development documents and seven reviews.

The second standard establishes definitions for most of the software engineering terms. Known as "IEEE Standard Glossary for Software Engineering Terminology," it helps outline a basic vocabulary for use in software engineering. It defines over 500 terms and goes a long way toward clearing up some of the confusion surrounding software terminology.

The third standard is the "IEEE Standard for Test Documentation." The plan calls for eight documents that cover the testing process in its entirety; from initial planning to final report.

The fourth standard, "IEEE Standard for Software Configuration Management" gives requirements for configuration identification, control accounting and reporting, and configuration audits and reviews.

The main motivation behind these standards is to provide some recommendations that reflect the current state of the software industry. The standards already adapted as well as those being developed will be shaped, molded and modified. The process of initiating, reviewing, and voting on these standards is open.Literally anyone in the industry can contribute to this formation. Because the IEEE seeks to represent a concensus of professionals in the industry, they make every effort to maintain an "open-door"policy. The meeting of the groups are open to anyone wishing to attend and are rotated geographically.

Drafts and minutes of the minutes of the meetings are available to anyone requesting them. Their address is: IEEE Services, 445 Hoes Lane, Piscataway, NJ 08854 (201) 981-0060.

The main motivation is to provide some recommendations that reflect the current state of the software industry.

HOW TO LIST YOUR COMPANY OR UPDATE YOUR LISTING

If you purchase freelance software and would like to have your company liste in future editions, or if you want to update your current listing, just answer the questions below **ON YOUR COMPANY STATIONERY.**

Send the listing information to:

"Listings Editor"
SOFTWARE WRITERS MARKET
IPF Publications
P.O. Drawer 3600
Pomona, New York 10970
(914) 354-5585

LISTING FORM FOR SOFTWARE WRITERS MARKET

1. Company name:
   Street:
   City, state, zip:
   Phone #:
   Contact person:
   Title:
2. Principal business:
3. Date company started:
4. Number of employees:
5. Annual sales (K or M):
6. Are your programs for Mainframe, Mini or Micro?
7. Are you a publisher?
8. Are you a distributor?
9. Is an information kit available?
10. What is your submission procedure?
11. What is your hardware name brand preference?
12. What type of programs are you looking for?
13. What type of utilities do you need?
14. What program language do you prefer?
15. What operating systems do you prefer?
16. What microprocessor is used in your system(s)?
17. What documentation is required?
18. Do you provide programming assistance?
19. How long is the evaluation period?
20. What marketing right do you require?
21. What is your payment procedure?
22. Do you subsidize programmers?
23. Comments:

A

A H COMPUTER SOFTWARE SERVICES

11370 CAMAS
BOISE, ID 83709
☎208-377-5345
☞**ALAN D HARGIS** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGN & DEVELOPER
Date Started: 1978
Employees: 2
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK
Programs Needed: BANKING, MANUFACTURING, MEDIA
Languages: MBASIC
Operating Systems: TRSDOS
Microprocessor(s): 8080
Documentation Required: PARTIAL
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: CALL FOR ADDITIONAL INFORMATION

A-SYSTEMS CORPORATION

1864 S. STATE ST.
SUITE 70
SALT LAKE CITY, UT 85010
☎801-487-1675
☞**F. J. BURTON** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER, DEVELOPER
Date Started: 1978
Employees: 6
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: IBM PC, RADIO SHACK
Programs Needed: ACCOUNTING, COMPUTER LANGUAGES, EDUCATIONAL
Languages: MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 8080, 8085, Z-80
Documentation Required: PARTIAL
◗**Evaluation Period:** 4 WEEKS
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** NEGOTIABLE
Comments: CALL FOR ADDITIONAL INFORMATION

Notes

A.I.D.S. INC

301 BALBOA STREET
SAN FRANCISCO, CA 94118
☎415-221-8500
☞**DR. MELVIN K. F. WONG** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1977
Employees: 19
Annual Sales: $4.9M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE
Programs Needed: ACCOUNTING, BANKING, MEDICAL
Languages: APPLESOFT, CBASIC, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, CORVUS 10&20 MEGABYTE
Documentation Required: PARTIAL
◗**Evaluation Period:** 3 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: SPECIALIZE IN APPLE PROGRAMS FOR BANKING INDUSTRY

AA SOFTWARE

209 SUNSET BLVD. N.
RENTON, WA 98055
☞**AL ABRAMSON** PRESIDENT
Principal Business: SOFTWARE HOUSE, CONSULTANTS
Date Started: 1972
Employees: 2
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK
Programs Needed: EDUCATIONAL, ENGINEERING/MATH, SCIENTIFIC, SMALL BUSINESS
Languages: MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 8080
Documentation Required: PARTIAL
◗**Evaluation Period:** 3-4 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: CALL FOR ADDITIONAL INFORMATION

ABT MICROCOMPUTER SOFTWARE

55 WHEELER STREET
CAMBRIDGE, MA 02138
☎617-492-7100
☞**CLARK C. ABT** PRESIDENT
Principal Business: SOFTWARE HOUSE, CONSULTANT
Date Started: 1965
Employees: 300
Annual Sales: $50M
Mainframe: NO **Mini:** YES **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, IBM PC, ATARI
Programs Needed: EDUCATIONAL, COMMUNICATIONS, STATISTICS
Languages: APPLESOFT, ASSEMBLER, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8088
Documentation Required: NONE
◗**Evaluation Period:** 4 WEEKS
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** NEGOTIABLE
Comments: PRIMARY CUSTOMER-GOVERNMENT AGENCIES

ABW CORPORATION

PO BOX M1047
ANN ARBOR, MI 48106
☎313-971-9364
☞**TERRY WYNN** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1974
Employees: 6
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, IBM PC
Programs Needed: ACCOUNTING, DATA MANAGEMENT, GRAPHICS, PAYROLL/PERSONNEL
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: CP/M-80, RL-1
Microprocessor(s): 6502, 8088
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: CALL FOR ADDITIONAL INFORMATION

ACTION-RESEARCH NORTH WEST

11442 MARINE VIEW DR. SW
SEATTLE, WA 98146
☎206-241-1645
☞**DR. DAVID LINGWOOD** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1981
Employees: 2
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Submission Procedure: QUERY
Hardware Preference: APPLE
Programs Needed: DATA MANAGEMENT, STATISTICS
Languages: APPLESOFT, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502
Documentation Required: NONE
◗**Evaluation Period:** 1 MONTH
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** NEGOTIABLE
Comments: CALL FOR INFORMATION

ADVANCED BUSINESS MICROSYSTEMS

P.O. BOX 9352
MARINA DEL REY, CA 90291
☎213-823-7055
☞**SYLVIA SARAFIAN** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1971
Employees: 2
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: VECTOR GRAPHICS
Programs Needed: ACCOUNTING, AGRICULTURE, PERSONNEL
Languages: MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 6502
Documentation Required: PARTIAL
◗**Evaluation Period:** 3 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: CALL FOR INFORMATION

ADVANCED COMPUTER PRODUCTS INC

1310 B EAST EDINGER
SANTA ANA, CA 92705
☎714-558-8813
☞**LIZ BRIMM** SOFTWARE ACQUISITION MANAGER
Principal Business: HARDWARE/SOFTWARE RETAILER
Date Started: 1975
Employees: 85
Annual Sales: $20M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY WITH ENTIRE PACKAGE
Hardware Preference: APPLE, IBM PC
Programs Needed: EDUCATIONAL, GAMES, SCIENTIFIC, ENTERTAINMENT
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: CP/M-80, CP/M-86, MP/M
Microprocessor(s): 6502, 8088
Documentation Required: PARTIAL
◆**Evaluation Period:** 1 MONTH
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** ROYALTIES NEGOTIABLE
Comments: CALL FOR INFORMATION

ADVANCED INFORMATION SYSTEMS

7923 JONES BRANCH DRIVE
MCLEAN, VA 22102
☎703-442-4715
☞**PAUL GENNARO** SOFTWARE ACQUISITION MANAGER
Principal Business: DISTRIBUTOR, CONSULTANTS
Date Started: 1981
Employees: 850
Annual Sales: $4M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY WITH SHORT DESCRIPTION
Hardware Preference: IBM 370
Programs Needed: UTILITIES, INDUSTRY
Languages: MBASIC, COBOL, FORTRAN
Operating Systems: OSDOS
Microprocessor(s): 8088
Documentation Required: COMPLETE
◆**Evaluation Period:** 1 MONTH
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** ROYALTIES NEGOTIABLE
Comments: EXPERT MARKETING AND SALES EXPERTISE TO SOFTWARE DEVELOPERS

ADVANCED MANAGEMENT STRATEGIES

1935 CLIFF VALLEY WAY
SUITE 200
ATLANTA, GA 30329
☎404-448-4817
☞**ROBERT H RANSON** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1979
Employees: 22
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: IBM PC
Programs Needed: BANKING, FINANCIAL, STATISTICS
Languages: COBOL
Operating Systems: CP/M-80, CP/M-86
Microprocessor(s): 8088
Documentation Required: PARTIAL
Programming Assistance: YES
◆**Evaluation Period:** 6-8 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: CALL FOR INFORMATION

ADVANCED MICRO TECHNIQUES

1291 E. HILLSIDE BLVD 209
FOSTER CITY, CA 94404
☎415-349-9336
☞**ROSS L ALLARDYCE** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1978
Employees: 5
Mainframe: NO **Mini:** YES **Micro** NO
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, IBM PC, TEXAS INSTRUMENTS, RADIO SHACK
Programs Needed: DATA MANAGEMENT, UTILITIES, SECURITIES PROTECTION
Languages: COBOL
Operating Systems: OS, DOS
Documentation Required: PARTIAL
◆**Evaluation Period:** 4 WEEKS
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** NEGOTIABLE
Comments: CALL FOR INFORMATION

ADVANCED OPERATING SYSTEMS

4300 WEST 62ND STREET
INDIANAPOLIS, IN 46206
☎317-298-5400
☞**PALMER T. WOLF** SOFTWARE ACQUISITION MANAGER
Principal Business: DISTRIBUTOR, DIV OF H. W. SAMS
Date Started: 1980
Employees: 20
Annual Sales: $400K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: CONTRACT REQUIRED BEFORE EVALUATION
Hardware Preference: APPLE, IBM PC, RADIO SHACK, CBM
Programs Needed: ALL BUSINESS
Languages: APPLESOFT, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8080, 8088
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 4 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES 10-20% OF NET, ADVANCES
Subsidies Available: YES
Comments: WRITE FOR FURTHER INFORMATION

ADVANCED PROJECTS CORPORATION

3000 MARKET ST
SUITE 325
SALEM, OR 97301
☎503-588-7400
☞**WILLIAM S. LOVELL** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1979
Employees: 5
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, RADIO SHACK
Programs Needed: ACCOUNTING, LEGAL, UTILITIES
Languages: BASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8080
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 6-8 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: CUSTOM MODIFICATION AND COMMERCIAL PROGRAMS

ADVANCED SOFTWARE PRODUCTS INC

100 E LINTON BLVD.
TOWER B
DELRAY BEACH, FL 33444
☎305-376-5080
☞**ROBERT L LINDSAY JR.** PRESIDENT
Principal Business: SOFTWARE HOUSE, CONSULTANT
Date Started: 1977
Employees: 9
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: IBM PC
Programs Needed: ACCOUNTING, BANKING, UTILITIES
Languages: MBASIC, PASCAL
Operating Systems: CP/M-80
Microprocessor(s): 8088
Documentation Required: NONE
◗**Evaluation Period:** 1 MONTH
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** NEGOTIABLE
Comments: SPECIALIZE FOR HOME/OFFICE

ADVENTURE INTERNATIONAL

P.O. BOX 3435
LONGWOOD, FL 32750
☎305-830-8194
☞**ALEXIS ADAMS** SOFTWARE ACQUISITION MANAGER
Principal Business: DISTRIBUTOR
Date Started: 1979
Employees: 3
Annual Sales: $300K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: NOTARIZED CONTRACT COPY OF PROGRAM
Hardware Preference: APPLE, ATARI, IBM PC RADIO SHACK
Programs Needed: ALL TYPES
Languages: ASSEMBLER, APPLESOFT, MBASIC MACHINE
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** ROYALTIES % NEGOTIABLE OR OUTRIGHT PURCHASE
Comments: GAMES WITH MASS-MARKET APPEAL, GOOD GRAPHICS, SOUND AND SPEED

AERONCA INC./EXECUWARE

4530 PARK ROAD
SUITE 348
CHARLOTTE, NC 28209
☎704-525-9881
☞**ALAN BILLS** SOFTWARE ACQUISITION MANAGER
Principal Business: SOFTWARE HOUSE, AEROSPACE COMPANY
Date Started: 1928
Employees: 1000
Annual Sales: $80M
Mainframe: NO **Mini:** YES **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY LIABILITY RELEASE
Hardware Preference: APPLE, IBM PC
Programs Needed: FINANCIAL, MANUFACTURING, BUSINESS AND PROFESSIONAL
Languages: APPLESOFT, COBOL, FORTRAN, MBASIC
Operating Systems: CP/M-80, MDOS MP/M
Microprocessor(s): 6502, 8088
Documentation Required: SOURCE REQUIRED
◗**Evaluation Period:** 1-2 MONTHS
Marketing Rights: EXCLUSIVE FOR SPECIFIC MARKETS
■**Payment Procedure:** ROYALTY
Comments: CALL FOR INFORMATION

AG-DATA INC.

P.O. BOX 672
3031 E. ISAACS
WALLA WALLA, WA 99362
☎509-525-2580
☞**URIAH F. CORKRUM** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1967
Employees: 4
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: COMMODORE, IBM PC, RADIO SHACK
Programs Needed: AGRICULTURE
Languages: FORTRAN, MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 8080, 8088
Documentation Required: NONE
◗**Evaluation Period:** 1 MONTH
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** NEGOTIABLE
Comments: FARM ANALYSIS SYSTEMS FOR CROP AND EQUIPMENT COST DATA

AGROS COMPUTERS

790 W SHAW
SUITE 360
FRESNO, CA 93704
☎209-221-7211
☞**ALAN R. THODEY** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1979
Employees: 6
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: ALTOS, ZENITH, ARGOS
Programs Needed: ACCOUNTING, MANUFACTURING
Languages: MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 8080, 8085, Z-80
Documentation Required: PARTIAL
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: MARKETS SOFTWARE RANGING FROM IN-HOUSE DEVELOPED JOB COSTING SYSTEMS TO THIRD PARTY SOFTWARE

AGS SOFTWARE

BOX 28
217 ROCK HARBOR RD
ORLEANS, MA 02653
☎617-255-0510
☞**ROBERT S. HAND** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1979
Employees: 8
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, RADIO SHACK
Programs Needed: DATA MANAGEMENT, UTILITIES, ENTERTAINMENT, ASTROLOGY
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 6502, 8080
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 2-3 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: CALL FOR INFORMATION

ALPHA ET CETERA LTD

P.O. BOX 231
SHELBY, NC 28150
☎704-484-1711
☞**LISA BARBER** SOFTWARE ACQUISITION MANAGER
Principal Business: DISTRIBUTOR
Date Started: 1978
Employees: 15
Annual Sales: $2M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, IBM PC, RADIO SHACK
Programs Needed: FINANCIAL, MANUFACTURING, EDUCATIONAL, GAMES
Languages: APPLESOFT, PASCAL, MACHINE
Operating Systems: CP/M-80, CP/M-86, UNIX, MP/M
Microprocessor(s): 6502, 8080, 8088
Documentation Required: PARTIAL
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT 55-70% OFF LIST
Comments: CALL FOR FURTHER INFORMATION

ALPHA SOFTWARE CORPORATION

12 NEW ENGLAND
EXECUTIVE PARK
BURLINGTON, MA 01803
☎617-229-2924
☞**GEORGE S. LECHTER** SOFTWARE ACQUISITION MANAGER
Principal Business: DISTRIBUTOR
Date Started: 1981
Employees: 12
Annual Sales: $300K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, IBM PC
Programs Needed: BUSINESS
Languages: APPLESOFT, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8088
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 1 WEEK
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** ROYALTIES % NEGOTIABLE
Comments: CONTRACT REQUIRED CALL FIRST

ALTOS COMPUTER SYSTEMS

2641 ORCHARD PARKWAY
SAN JOSE, CA 95134
☎408-946-6700
☞**KAPIL NANDA** V.P. SOFTWARE ENGINEERING
Principal Business: HARDWARE MANUFACTURER
Date Started: 1977
Employees: 5
Annual Sales: $60K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY/DOCUMENTATION/WORKING COPY
Hardware Preference: ALTOS
Programs Needed: FINANCIAL, MANUFACTURING, SCIENTIFIC
Languages: MBASIC, COBOL, FORTRAN, PASCAL
Operating Systems: CP/M-80, CP/M-86, UNIX, OASIS, MP/M
Microprocessor(s): 8080, 8085
Documentation Required: PARTIAL
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: EXCLUSIVE FOR SPECIFIC MARKETS ONLY
■**Payment Procedure:** ROYALTY OR PURCHASE AT DISCOUNT
Comments: SEEKS EDUCATIONAL AND BUSINESS

AMCOR COMPUTER CORPORATION

1900 PLANTSIDE DRIVE
LOUISVILLE, KY 40299
☎502-491-9820
☞**LAURA GIFFORD** SOFTWARE ACQUISITIO MANAGER
Principal Business: DISTRIBUTOR
Date Started. 1971
Employees: 21
Annual Sales: $100M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: ANY
Programs Needed: ACCOUNTING, GENERA BUSINESS
Languages: VARIES
Operating Systems: VARIES
Microprocessor(s): VARIES
Documentation Required: COMPLETE
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES OR OUT RIGHT PURCHASE
Comments: CONTRACT REQUIRED BEFOR EVALUATION

AMERICAN AVICULTURAL ART/SCI.

3268 WATSON RD.
ST. LOUIS, MO 63139
☎314-645-4431
☞**KUNIHIRO TANAKA** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1978
Employees: 3
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: APPLE
Programs Needed: EDUCATIONAL, ENGINEERING/MATH, SCIENTIFIC
Languages: APPLESOFT
Operating Systems: APPLEDOS
Microprocessor(s): 6502
Documentation Required: PARTIAL
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: CONDUCTS SCIENTIFIC RESEARCH OF BIRDS

Notes

AMERICAN DATA INC.

1783 TRIBUTE RD.
SACRAMENTO, CA 95815
☎916-722-1125
☞**DAVID KROUTIL** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1981
Employees: 8
Annual Sales: $1M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: IBM PC, KAYPRO, ALTOS, COMPUPRO
Programs Needed: CONSTRUCTION, BUSINESS/INDUSTRY
Languages: CB80
Operating Systems: CP/M-80
Microprocessor(s): 8080
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 4 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: CALL FOR ADDITIONAL INFORMATION

AMERICAN BUSINESS MACHINES

439 LITTLETON ROAD
WESTFORD, MA 01886
☎617-486-3509
☞**WILLIAM T. PELLOW** SOFTWARE ACQUISITION MANAGER
Principal Business: DISTRIBUTOR
Date Started: 1978
Employees: 10
Annual Sales: $100K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, COMMODORE, IBM PC
Programs Needed: LEGAL, MANUFACTURING, PROPERTY MANAGEMENT
Languages: MBASIC, COBOL
Operating Systems: APPLEDOS, PCDOS
Microprocessor(s): 6502, 8088
Documentation Required: PARTIAL
◗**Evaluation Period:** 1 MONTH
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** NEGOTIABLE
Comments: WRITE FOR MORE INFORMATION

AMERICAN MICROCOMPUTER SYS/SER

3800 HOMESTEAD RD.
SANTA CLARA, CA 95051
☎408-246-0330
☞**MARVIN URITZ** PRESIDENT
Principal Business: SOFTWARE HOUSE-OEM,DESIGNER,DEVELOPER
Date Started: 1979
Employees: 6
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: IBM PC
Programs Needed: INSURANCE, COMPLETE IN-HOUSE SYSTEMS
Languages: COBOL
Operating Systems: CP/M-80
Microprocessor(s): 8088
Documentation Required: PARTIAL
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: SEEKS PROGRAMS FOR INSURANCE AGENCIES

AMERICAN SOFTWARE CORPORATION

187 EAST BLITHEDALE
MILL VALLEY, CA 94941
☎415-381-1600
☞**SCOTT WILMORE** MARKETING DIRECTOR
Principal Business: SOFTWARE HOUSE
Date Started: 1978
Employees: 5
Annual Sales: $100K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, IBM PC, RADIO SHACK
Programs Needed: FINANCIAL, BUSINESS
Languages: BASIC, CBASIC, CBASIC2
Operating Systems: CP/M-80, MP/M
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: EXCLUSIVE FOR SPECIFIC MARKETS
■**Payment Procedure:** ROYALTY 12% RETAIL, PURCHASE AT DISCOUNT 60-70% OFF LIST
Comments: SEEKS SOFTWARE FOR REAL ESTATE, PRODUCE/MARKET INDUSTRY

AMERICAN TELEDATA CORPORATION

7000 N. BROADWAY
BLDG #2
DENVER, CO 80221
☎303-427-2121
☞**ROBERT GOARD** PRESIDENT
Principal Business: SOFTWARE HOUSE, OEM, MAINTENANCE
Date Started: 1969
Employees: 84
Annual Sales: $9.9M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: IBM PC, XEROX 820
Programs Needed: ACCOUNTING, TEXT EDITING
Languages: BASIC, COBOL, MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 8080, 8088
Documentation Required: PARTIAL
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: CALL FOR MORE INFORMATION

ANALYTIC ASSOCIATES

4817 BROWNDEER LANE
ROLLING HILLS, CA 90274
☎213-541-0418
☞**ROBERT W. FEAKINS** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1977
Employees: 3
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, COMMODORE, IBM PC
Programs Needed: REAL ESTATE
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8088
Documentation Required: PARTIAL
◗**Evaluation Period:** 1 MONTH
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: CALL FOR INFORMATION

ANTECH INC.

788 MYRTLE STREET
ROSWELL, GA 30075
☎404-993-7270
☞**ASHOK K. NAGRANI** SOFTWARE ACQUISITION MANAGER
Principal Business: SOFTWARE HOUSE, CONSULTANTS
Date Started: 1979
Employees: 5
Annual Sales: $250K
Mainframe: NO **Mini:** YES **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: IBM PC, TEXAS INSTRUMENTS
Programs Needed: MANUFACTURING, GRAPHICS, DATABASE
Languages: COBOL, MBASIC, PASCAL
Operating Systems: MSDOS, PCDOS, DX-10, O/S
Microprocessor(s): 8088
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 1-2 MONTHS
Marketing Rights: EXCLUSIVE FOR SPECIFIC MARKETS
■**Payment Procedure:** ROYALTY, PURCHASE AT DISCOUNT
Comments: SEEKS SYSTEMS FOR ACCOUNTANTS, ENGINEERS & ARCHITECTS

APEX RESOURCES INC.

17 ST. MARY'S COURT
BROOKLINE, MA 02146
☎617-232-9686
☞**J. WOLOSENKO** SOFTWARE ACQUISITION MANAGER
Principal Business: DISTRIBUTOR
Date Started: 1981
Employees: 9
Annual Sales: $1.8M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY/ENTIRE READY FOR SALE PACKAGE
Hardware Preference: IBM PC, COMMODORE, ATARI
Programs Needed: EDUCATIONAL, GAMES, HOME / PERSONAL
Languages: BASIC, MBASIC, PASCAL, MACHINE
Operating Systems: CP/M-80
Microprocessor(s): 6502, 8088
Documentation Required: PARTIAL
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: EXCLUSIVE FOR SPECIFIC MARKETS ONLY
■**Payment Procedure:** CONSIGNMENT, PURCHASE/DISCOUNT 50-60% OFF LIST
Comments: SMALLER PUBLISHERS GET EXCLUSIVITY AND PROMOTIONAL ALLOWANCES

APPARAT INCORPORATED

4401 S. TAMARAC PARKWAY
DENVER, CO 80237
☎303-741-1778
☞**JASON R. C. MATTHEWS** SOFTWARE ACQUISITION MANAGER
Principal Business: HARDWARE MANUFACTURER, OEM,
Date Started: 1978
Employees: 25
Annual Sales: $7M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY, DOCUMENTATION AND OVERVIEW
Hardware Preference: IBM PC, APPLE, RADIO SHACK
Programs Needed: FINANCIAL, PROFESSIONAL, SYSTEMS PROGRAMS
Languages: APPLESOFT, MBASIC
Operating Systems: CP/M-86, NEWDOS
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: EXCLUSIVE WORLDWIDE
■**Payment Procedure:** ROYALTIES 50% OF RETAIL
Comments: WILL SIGN A NON-DISCLOSURE AGREEMENT

APPLIED ANALYTICS INC.

8910 BROOKBRIDGE DRIVE
UPPER MARLBORO, MD 20772
☎301-627-6650
☞**SAMUEL S. COTTRELL** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER, DEVELOPER
Date Started: 1976
Employees: 10
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, IBM PC
Programs Needed: ENGINEERING/MATH, SCIENTIFIC
Languages: APPLESOFT, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8088
Documentation Required: PARTIAL
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: OFFERS ADD-ON LANGUAGE SYSTEMS FOR APPLE COMPUTERS

APPLIED BUSINESS TECH. CORP.

4800 LAMONTE
SUITE 301
HOUSTON, TX 77092
☎713-680-9453
☞**PETER L. SCHROEDER** PRESIDENT
Principal Business: SOFTWARE HOUSE, CONSULTANTS
Date Started: 1981
Employees: 8
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, IBM PC, NEC
Programs Needed: ENGINEERING/MATH, SCIENTIFIC, DATA MANAGEMENT
Languages: APPLESOFT, MBASIC
Operating Systems: CP/M-80, MP/M
Microprocessor(s): 6502, 8088
Documentation Required: PARTIAL
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: CALL FOR INFORMATION

APPLIED SOFTWARE TECHNOLOGY

P.O. BOX 890
ISLINGTON STATION
WESTWOOD, MA 02909
☎617-329-6140
☞**THOMAS JOHNSON** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1980
Employees: 24
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: NEC, RADIO SHACK, ASTRA 200
Programs Needed: ACCOUNTING, RESTAURANT MANAGEMENT, PAYROLL/PERSONNEL
Languages: BASIC, MBASIC, COBOL
Operating Systems: CP/M-80, ASTRA-OS
Microprocessor(s): 8080, 8086
Documentation Required: NONE
Evaluation Period: 3 WEEKS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: LOOKING FOR BUSINESS PROGRAMS

ARCON

2067 ADVON LANE
ERIE, PA 16509
☎814-866-0720
☞**RICHARD G. CONFER** PRESIDENT
Principal Business: SOFTWARE HOUSE, CONSULTANTS, DESIGNERS
Date Started: 1981
Employees: 2
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE
Programs Needed: BANKING, EDUCATIONAL, ENTERTAINMENT
Languages: APPLESOFT, BASIC
Operating Systems: APPLEDOS
Microprocessor(s): 6502
Documentation Required: PARTIAL
Evaluation Period: 2 MONTHS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: OFFERS CHECK FILE PROGRAM

ARIZONA COMPUTER SYSTEMS INC.

P.O. BOX 125
JEROME, AZ 86331
☎602-634-7301
☞**JOHN ROBERT ZIELINSKI** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1977
Employees: 7
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, COMMODORE
Programs Needed: ACCOUNTING
Languages: PASCAL
Operating Systems: CP/M-80
Microprocessor(s): 6502
Documentation Required: PARTIAL
Evaluation Period: 2 MONTHS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: OFFERS PASCAL DATABASE AND RELATED CUSTOM SOFTWARE

ASHTON-TATE

9929 WEST JEFFERSON
CULVER CITY, CA 90230
☎213-204-5570
☞**GEORGE TATE** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1980
Employees: 17
Annual Sales: $4.9M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, RADIO SHACK, TELEVIDEO, NORTHSTAR
Programs Needed: DATA MANAGEMENT
Languages: APPLESOFT, MBASIC, COBOL
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, Z-80
Documentation Required: NONE
Evaluation Period: 1 MONTH
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: SEEKS BUSINESS PROGRAMS

ASSOC.INDEPENDENT MICROSYSTEMS

4210 JOHNSON DRIVE
SHAWNEE MISSION, KS 66205
☎913-268-5262
☞**WAYNE PRESTON** SOFTWARE ACQUISITION MANAGER
Principal Business: DISTRIBUTOR
Date Started: 1982
Employees: 5
Annual Sales: $350K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY/DEMO,DOCUMENTATION/REFERENCES
Hardware Preference: IBM PC
Programs Needed: FINANCIAL, MANUFACTURING, BUSINESS
Languages: BASIC, COBOL, MBASIC
Operating Systems: CP/M-80, CP/M-86, UNIX, OASIS
Microprocessor(s): 8088
Documentation Required: PARTIAL
Evaluation Period: 1 WEEK
Marketing Rights: EXCLUSIVE WORLD WIDE OR SPECIFIC ONLY
Payment Procedure: ROYALTY 30% OF RETAIL OR PURCHASE AT DISCOUNT 60-70% OF LIST
Comments: CALL FOR INFORMATION

ATLANTIC CITY COMPUTER CORP

19 BRYANT ROAD
TURNERSVILLE, NJ 08012
☎609-228-3131
☞**ULYSSES L. JAMES** PRESIDENT
Principal Business: SOFTWARE HOUSE, CONSULTANTS
Date Started: 1979
Employees: 10
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, COMMODORE, RADIO SHACK
Programs Needed: ACCOUNTING, INSURANCE, LEGAL
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8080
Documentation Required: NONE
Evaluation Period: 1 WEEK
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: CUSTOMIZED APPLICATION SOFTWARE DEVELOPMENT AND PACKAGES FOR STOCK BROKERS, LAW OFFICES, INSURANCE AGENTS

ATARI PROGRAM EXCHANGE

3281 SCOTT BLVD.
SANTA CLARA, CA 95055
☎800-538-1862
☞**P. CABBAGE** DIR. OF PRODUCT DEVELOPMENT
Principal Business: SOFTWARE HOUSE
Date Started: 1981
Employees: 30
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: CALL FOR SUBMISSION PACKAGE
Hardware Preference: ATARI 400/800
Programs Needed: ANY TYPE
Languages: ASSEMBLER, BASIC, MBASIC, PILOT
Operating Systems: CP/M-80, DOS 2.0S
Microprocessor(s): 6502
Documentation Required: COMPLETE
Programming Assistance: YES
Evaluation Period: 1 MONTH
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: ROYALTIES 10% OF NET QUARTERLY
Comments: CONTRACT REQUIRED BEFORE EVALUATION, NO PROGRAMS THAT REQUIRE SUPPORT

AUK'S

4605 BOLLENBACHER AVE.
SACRAMENTO, CA 95838
☎916-488-8856
☞**DAVID ALVA** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1981
Employees: 2
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK
Programs Needed: SMALL BUSINESS, HOBBYISTS
Languages: BASIC, MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 8080
Documentation Required: NONE
Evaluation Period: 4 WEEKS
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: MARKETS EZ INFO - A PERSONAL INFORMATION FILING SYSTEM

AUKLAND ASSOCIATES

2818 E. 19TH STREET
SPOKANE, WA 99203
☎509-535-2849
☞**VIRGIL E. GERING** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER, DEVELOPER
Date Started: 1979
Employees: 2
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, RADIO SHACK
Programs Needed: REAL ESTATE, INVESTMENT AND STRATEGY
Languages: APPLESOFT, MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 6502, 8080
Documentation Required: NONE
◗**Evaluation Period:** 1 MONTH
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** NEGOTIABLE
Comments: SEEKS ACCOUNTING, PAYROLL AND PERSONNEL

NOTES

AUTOMATION CONSULTANTS

610 SANTA CRUZ AVE.
SUITE 204
MENLO PARK, CA 94025
☎415-326-4031
☞**R. ALAN CARL** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1976
Employees: 4
Annual Sales: $999K
Mainframe: NO **Mini:** YES **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: DURANGO F-85
Programs Needed: ACCOUNTING, DATA MANAGEMENT, SALES ANALYSIS
Languages: BASIC, COBOL
Operating Systems: CP/M-80
Microprocessor(s): 8080
Documentation Required: NONE
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** NEGOTIABLE
Comments: WE EMPLOY STRUCTURED PROGRAMMING TECHNIQUES AND ADHERE TO RIGID STANDARDS

AUTEK INC.

30 SIDE CUT ROAD
W. REDDING, CT 06896
☎203-938-3202
☞**J. THAYS** SOFTWARE AQUISITION MGR.
Principal Business: DISTRIBUTOR
Date Started: 1979
Employees: 7
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: ALTOS
Programs Needed: ENGINEERING/MATH, SCIENTIFIC, GRAPHICS
Languages: BASIC, MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 8080, Z-80
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** NEGOTIABLE
Comments: CALL FOR MORE INFORMATION

AUTOMATION RESOURCES IN

4520 W. KENNEDY BLVD.
TAMPA, FL 33609
☎813-876-2032
☞**SAM WINGATE** SOFTWARE ACQUISIT MANAGER
Principal Business: DISTRIBUTOR
Date Started: 1976
Employees: 5
Annual Sales: $999K
Mainframe: NO **Mini:** YES **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: DIGITAL
Programs Needed: BUSINESS AND PR FESSIONAL
Languages: DIBOL-11 ONLY
Operating Systems: CTS 300, 500, RT-11, R
Microprocessor(s): LSI-11, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** ROYALTIES 30% OF TAIL
Comments: CALL FOR MORE INFORMATION

AUTOSPEC INC

P.O. BOX 1037
PACIFIC GROVE, CA 93950
☎408-373-0728
☞**STANLEY RICE** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1978
Employees: 3
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK
Programs Needed: MANUFACTURING, MEDIA
Languages: BASIC, MODULA/2
Operating Systems: CP/M-80
Microprocessor(s): 8080
Documentation Required: NONE
◗**Evaluation Period:** 1 MONTH
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** NEGOTIABLE
Comments: PROGRAMS TO DESIGN TYPOGRAPHY OF BOOKS, BOOKLETS, AND PRICING OF BOOKS

AVALON HILL MICROCPTR. GAMES

4517 HARFORD ROAD
BALTIMORE, MD 21214
☎301-254-9200
☞**JACKSON Y. DOTT** SOFTWARE ACQUISITION MANAGER
Principal Business: DISTRIBUTOR
Date Started: 1979
Employees: 300
Annual Sales: $4M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY WITH RESUME OR PROPOSAL
Hardware Preference: APPLE, COMMODORE
Programs Needed: GAMES
Languages: APPLESOFT, MACHINE LANGUAGE
Operating Systems: APPLEDOS
Microprocessor(s): 6502
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** 10-20% ROYALTIES OR OUTRIGHT PURCHASE
Comments: CONTRACT REQUIRED, SHOULD BE PLAYTESTED OR DEBUGGED

AVANT-GARDE CREATIONS

P.O. BOX 30160
EUGENE, OR 97403
☎503-345-3043
☞**MARY C. SMITH** SOFTWARE ACQUISITION MGR.
Principal Business: DISTRIBUTOR
Date Started: 1979
Employees: 13
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE
Programs Needed: EDUCATIONAL, UTILITIES, ENTERTAINMENT
Languages: APPLESOFT
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES, 15-25% OF NET
Comments: CONTRACT REQUIRED, PROGRAMS MUST BE MENU DRIVEN, DISK MUST BE ERROR TRAPPED

AVOCET SYSTEMS INC.

804 SOUTH STATE STREET
DOVER, DE 19901
☎302-734-0151
☞**JEFFREY L ZURKOW** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER
Date Started: 1979
Employees: 11
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, COMMODORE
Programs Needed: ENGINEERING/MATH, SCIENTIFIC, LANGUAGE PROCESSORS
Languages: COBOL, ASSEMBLER, PASCAL
Operating Systems: CP/M-80
Microprocessor(s): 6502, 8080
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 4 WEEKS
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** NEGOTIABLE
Comments: SEEKS ASSEMBLERS, SUPPLIES AND TOOLS FOR SOFTWARE DEVELOPMENT

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(2) Legal assistance
(3) Financial planning

Contact

SWIG
Software Writers International Guil
P.O. Box 87
Stony Point, New York 10980
(914) 354-5585

B

B & B SOFTWARE

PO BOX 2090
ANN ARBOR, MI 48106
☎313-668-8152
☞**BERNARD A GALLER** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1980
Employees: 2
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK
Programs Needed: EDUCATIONAL, UTILITIES, SALES AND DISTRIBUTION
Languages: BASIC, MBASIC
Operating Systems: CP/M-80, TRSDOS
Microprocessor(s): 8080
Documentation Required: PARTIAL
Evaluation Period: 2 MONTHS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: SEEKS QUALITY PROGRAMS

BAKER ENTERPRISES

15 WINDSOR DRIVE
ATCO, NJ 08004
☎609-767-3085
☞**ROBERT W. BAKER** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1980
Employees: 1200
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES
Submission Procedure: QUERY
Hardware Preference: COMMODORE, ATARI
Programs Needed: UTILITIES, PROGRAMMING AIDS
Languages: MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 6502, 6809
Documentation Required: PARTIAL
Evaluation Period: 2 MONTHS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: MARKETS MANY PROGRAMS PUBLISHED IN COLUMNS AND/OR ARTICLES, IN LOADABLE FORM

BALANCE SHEET COMPUTER SERVICE

806 SHELDON
BAKERSFIELD, CA 93308
☎805-399-8589
☞**CRAIG MCBURNEY** PRESIDENT
Principal Business: SOFTWARE HOUSE, SERVICE COMPANY
Date Started: 1979
Employees: 2
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE
Programs Needed: ACCOUNTING, DATA MANAGEMENT, EDUCATIONAL
Languages: APPLESOFT, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): Z-80
Documentation Required: PARTIAL
Evaluation Period: 2 MONTHS
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: CUSTOMIZED APPLICATIONS, 24 HOUR HOTLINE

BARRITECH LIMITED

117 WEST 11TH STREET
NEW YORK, NY 10011
☎212-989-5767
☞**MICHAEL V. P. MARKS** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1981
Employees: 2
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: IBM PC, APPLE, COMMODORE
Programs Needed: LEGAL, PROGRAMMING AIDS
Languages: APPLESOFT, MBASIC, PASCAL
Operating Systems: CP/M-80, APPLEDOS, MP/M
Microprocessor(s): 6502, 8088, 6809
Documentation Required: PARTIAL
Evaluation Period: 3 MONTHS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: DEVELOPS CONSOLE PROCESSING SOFTWARE WHICH ALLOWS INTERACTIVE SCREEN DESIGN AND TERMINAL INDEPENDENT PROGRAMS, MARKETS LEGAL, ESTATE PLANNING AND FIDUCIARY ADMINISTRATION AND ACCOUNTING PROGRAMS

BASIS INCORPORATED

5435 SCOTTS VALLEY DRIVE
SCOTTS VALLEY, CA 95066
☎408-438-5804
☞**JOE WARJAS** TECHNICAL DIRECTOR
Principal Business: HARDWARE MANUFACTURER
Date Started: 1980
Employees: 21
Annual Sales: $1M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: SEND ENTIRE READY FOR SALE PACKAGE
Hardware Preference: APPLE, BASIS 108
Programs Needed: FINANCIAL, EDUCATIONAL, SYSTEMS
Languages: APPLESOFT, COBOL, MBASIC
Operating Systems: APPLEDOS, CP/M-80, MP/M
Microprocessor(s): 6502
Documentation Required: PARTIAL
◆**Evaluation Period:** 3 MONTHS
Marketing Rights: EXCLUSIVE FOR SPECIFIC MARKETS
■**Payment Procedure:** PURCHASE AT DISCOUNT OF 65-90% OFF LIST
Comments: CREATIVE EDUCATIONAL WITH GOOD GRAPHICS

BD SOFTWARE

PO BOX 9
BRIGHTON, MA 02135
☎617-782-0836
☞**LEOR ZOLMAN** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1979
Employees: 1
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, COMMODORE
Programs Needed: SYSTEMS
Languages: MBASIC, CBASIC, PASCAL
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 6809
Documentation Required: PARTIAL
◆**Evaluation Period:** 2 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: CALL FOR INFORMATION

BEAMON PORTER INC.

PLEASANT RIDGE ROAD
HARRISON, NY 10528
☎914-967-3504
☞**DAVID P. GUEST** SOFTWARE ACQUISITIO MANAGER
Principal Business: DISTRIBUTOR
Date Started: 1980
Employees: 4
Annual Sales: $1M
Mainframe: NO **Mini:** YES **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: IBM PC, ALTOS, DIGITAL, DYNABYTE
Programs Needed: ACCOUNTING, BUSINESS, OFFICE AUTOMATION
Languages: MBASIC, PASCAL, COBOL
Operating Systems: CP/M-86, UCSD, PSYSTEM IU.O
Microprocessor(s): 8088, LSI-11, 6809
Documentation Required: COMPLETE
Programming Assistance: YES
◆**Evaluation Period:** 1 MONTH
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** ROYALTIES 10-20%
Comments: CALL FOR ADDITIONAL INFORMATION

BEECHWOOD SOFTWARE INC.

34 MACBETH ST.
ROCHESTER, NY 14609
☎716-288-6062
☞**HERBERT CHAMBERY** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1980
Employees: 7
Annual Sales: $3M
Mainframe: NO **Mini:** YES **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: IBM PC, IBM 5120, 23 DATA MASTER
Programs Needed: MEDICAL, HEALTH CARE
Languages: COBOL, FORTRAN, PASCAL
Operating Systems: OSDOS, VSE,VM
Microprocessor(s): 8088
Documentation Required: NONE
◆**Evaluation Period:** 2 MONTHS
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** NEGOTIABLE
Comments: OFFERS ACCOUNTING AND STATISTICAL PACKAGES FOR LONG TERM CARE FACILITIES

BERTAMAX INC.

101 NICKERSON ST
SUITE 550
SEATTLE, WA 98109
☎206-282-6249
☞**MAX E. JERMAN** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1979
Employees: 8
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: ATARI, RADIO SHACK
Programs Needed: EDUCATIONAL
Languages: BASIC, MBASIC
Operating Systems: CP/M-80, TRSDOS
Microprocessor(s): 6502, 8080
Documentation Required: NONE
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** NEGOTIABLE
Comments: OFFERS INSTRUCTIONAL PROGRAMS FOR ELEMENTARY AND SECONDARY SCHOOLS

BI MOYLE ASSOCIATES INC.

4355 LYNAALE AVENUE S
MINNEAPOLIS, MN 55409
☎612-822-2661
☞**BEN MOYLE** PRESIDENT
Principal Business: PUBLISHER, CONSULTANT
Date Started: 1979
Employees: 2
Annual Sales: $600K
Mainframe: YES **Mini:** YES **Micro** NO
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: IBM 370, 4300
Programs Needed: UTILITIES
Languages: COBOL, FORTRAN
Operating Systems: DOS/VSE
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTY 25% OF RETAIL OR OUTRIGHT PURCHASE
Comments: WRITE FOR INFORMATION

BI-TECH ENTERPRISES INC.

10 B CARLOUGH ROAD
BOHEMIA, NY 11716
☎516-567-8155
☞**T. VANDE STOUWE** SOFTWARE ACQUISITION MANAGER
Principal Business: HARDWARE MANUFACTURER
Date Started: 1978
Employees: 14
Annual Sales: $2M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SEND ENTIRE READY FOR SALE PACKAGE
Hardware Preference: IBM PC, RADIO SHACK
Programs Needed: FINANCIAL, MANUFACTURING, HOME / PERSONAL, SYSTEMS
Languages: MBASIC, COBOL, PASCAL
Operating Systems: CP/M-80, CP/M-86, TRSDOS
Microprocessor(s): 8080, 8088, TI900
Documentation Required: PARTIAL
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: EXCLUSIVE FOR SPECIFIC MARKETS ONLY
■**Payment Procedure:** PURCHASE AT DISCOUNT OF 55-80% OFF LIST
Comments: SEEKS MORE BUSINESS PROGRAMS

BIG FIVE SOFTWARE

PO BOX 9078-185
VAN NUYS, CA 91409
☎213-782-6821
☞**REVIEW DEPARTMENT** SOFTWARE MANAGER
Principal Business: PUBLISHER, PERIPHERAL VENDOR
Date Started: 1980
Employees: 9
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SEND IN MACHINE READABLE FORMAT
Hardware Preference: ATARI, RADIO SHACK
Programs Needed: GAMES
Languages: ASSEMBLER, BASIC, MBASIC
Operating Systems: CP/M-80, TRSDOS
Microprocessor(s): 6502, 8080
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 1 WEEK
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES 10-20%
Comments: ARCADE TYPE GAMES

BRILEY SOFTWARE

PO BOX 2913
LIVERMORE, CA 94550
☎415-455-9139
☞**EVALUATION SECTION** SOFTWARE ACQUISITION MANAGER
Principal Business: PUBLISHER, CONSULTANT
Date Started: 1979
Employees: 5
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SEND ABSTRACT
Hardware Preference: COMMODORE, RADIO SHACK
Programs Needed: EDUCATIONAL, HOME / PERSONAL, BUSINESS
Languages: BASIC, MBASIC, MACHINE
Operating Systems: CP/M-80, TRSDOS
Microprocessor(s): 6502, 8080
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 6 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES 20% OF GROSS
Comments: CONTRACT REQUIRED, WRITE FOR INFORMATION "NO PHONE CALLS"

BRODERBUND SOFTWARE

1938 FOURTH STREET
SAN RAFAEL, CA 94901
☎914-967-3504
☞**GARY CARLSTON** DIR. OF MARKETING
Principal Business: SOFTWARE HOUSE
Date Started: 1979
Employees: 30
Annual Sales: $6M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY WITH RESUME OR PROPOSAL
Hardware Preference: APPLE, ATARI, COMMODORE, IBM PC
Programs Needed: GAMES
Languages: APPLESOFT, MBASIC, ASSEMBLER
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 6809, 8088
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 1 WEEK
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES 20-30% OF WHOLESALE, PAID MONTHLY
Comments: PREFER MACHINE LANGUAGE GAMES

BUSINESS COMPUTER DESIGN

900 JORIE BLVD.
SUITE 280
OAK BROOK, IL 60521
☎312-920-1175
☞**ERIC F. FIGURA** SOFTWARE ACQUISITION MANAGER
Principal Business: DISTRIBUTOR, CUSTOM PROGRAMMING
Date Started: 1973
Employees: 15
Annual Sales: $1.3M
Mainframe: NO **Mini:** YES **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY WITH SHORT DESCRIPTION
Hardware Preference: IBM PC, IBM S/34 S/38
Programs Needed: UTILITIES, INDUSTRY
Languages: COBOL, FORTRAN, PASCAL
Operating Systems: CP/M-86, OSDOS, VSE
Microprocessor(s): 8088
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 4 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES % NEGOTIABLE
Comments: ANY TYPE UTILITY PROGRAM WILL BE CONSIDERED

BYTE INDUSTRIES INC.

21130 CABOT BOULEVARD
HAYWARD, CA 94545
☎415-783-8272
☞**SANDRA ERICKSON** VICE-PRESIDENT MARKETING
Principal Business: DISTRIBUTOR, COMPUTER STORE FRANCHISOR
Date Started: 1975
Employees: 33
Annual Sales: $25M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: ENTIRE READY FOR SALE PACKAGE
Hardware Preference: ATARI, APPLE, IBM PC
Programs Needed: FINANCIAL, EDUCATIONAL, GAMES, HOME / PERSONAL
Languages: APPLESOFT, ASSEMBLER, MBASIC
Operating Systems: CP/M-80, CP/M-86, MP/M
Microprocessor(s): 6502, 8088
Documentation Required: PARTIAL
◗**Evaluation Period:** 1 WEEK
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT OF 40-60% OFF LIST
Comments: CALL FOR INFORMATION

C

NOTES

C & C SYSTEMS & SOFTWARE

1255-A BROADWAY
EL CAJON, CA 92021
☎714-443-2499
☞**JACK E. COLE, JR.** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1973
Employees: 5
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: PROPOSAL
Hardware Preference: APPLE, NORTHSTAR ADVANTAGE, WANG SERIES 2200
Programs Needed: ACCOUNTING, EDUCATIONAL, MEDICAL
Languages: APPLESOFT, COBOL, FORTRAN
Operating Systems: APPLEDOS, CP/M-80, HDOS
Microprocessor(s): 6502, 8080
Evaluation Period: 2 WEEKS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: CUSTOMIZE AND INSTALL SOFTWARE PROGRAMS

C W SYSTEMS INC

717 N. COURTHOUSE ST
RICHMOND, VA 23236
☎804-794-1672
☞**MCKAMIE WILSON** PRESIDENT
Principal Business: SOFTWARE HOUSE, CONSULTANTS
Date Started: 1979
Employees: 10
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Submission Procedure: QUERY
Hardware Preference: ANY CP/M COMPATIBLE
Programs Needed: ACCOUNTING, TRANSPORTATION
Languages: APPLESOFT, MBASIC, PASCAL
Operating Systems: CP/M-80
Microprocessor(s): ANY CP/M COMPATIBLE
Documentation Required: PARTIAL
Evaluation Period: 4 WEEKS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: LOOKING FOR BUSINESS PROGRAMS

CABINET CREATIONS BY COMPUTER

3601 SWANN AVE.
SUITE 201
TAMPA, FL 33609
☎813-877-5169
☞**HECTOR GONZALEZ JR.** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1981
Employees: 7
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK
Programs Needed: ACCOUNTING, PAYROLL
Languages: MBASIC, PASCAL
Operating Systems: CP/M-80, TRSDOS
Microprocessor(s): 8080, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
Evaluation Period: 4 WEEKS
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: BUSINESS APPLICATIONS ONLY

CAIL SYSTEMS LTD

67 RICHARD STREET W.
SUITE 505
TORONTO, ONT., CANADA M5H1Z5
☎416-362-1063
☞**RONALD THOMPSON** PRESIDENT
Principal Business: HARDWARE MANUFACTURER
Date Started: 1979
Employees: 8
Annual Sales: $499K
Mainframe: NO **Mini:** YES **Micro** NO
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: SENTINEL
Programs Needed: ACCOUNTING
Languages: PASCAL, COBOL
Documentation Required: PARTIAL
Programming Assistance: YES
Evaluation Period: 3 WEEKS - 1 MONTH
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: WRITE FOR FURTHER INFORMATION

CALIFORNIA DIGITAL ENGINEERING

1246 NORTH MCCADDEN
HOLLYWOOD, CA 90038
☎213-463-4724
☞**PATRICK LAUKO**_ PRESIDENT
Principal Business: SOFTWARE HOUSE, CONSULTANTS
Date Started: 1978
Employees: 4
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Information Kit Available: YES
Submission Procedure: PROPOSAL
Hardware Preference: IBM PC
Programs Needed: DATA MANAGEMENT
Languages: BASIC, PASCAL
Operating Systems: CP/M-80
Microprocessor(s): 8080, 8085, 8088
Documentation Required: PARTIAL
Evaluation Period: 2 MONTHS
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: CUSTOM SOFTWARE

CALL COMPUTER INC

1961 OLD MIDDLEFIELD
MOUNTAIN VIEW, CA 94043
☎416-964-5331
☞**ALEX KAMRADT** PRESIDENT
Principal Business: DISTRIBUTOR, DESIGNER/DEVELOPER
Date Started: 1971
Employees: 15
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: PROPOSAL
Hardware Preference: APPLE, IBM PC
Programs Needed: ACCOUNTING, AGRICULTURE, FINANCIAL
Languages: APPLESOFT, BASIC, PASCAL
Operating Systems: APPLEDOS, PCDOS
Microprocessor(s): 8080, 8085, ZILOG 280
Documentation Required: COMPLETE
Evaluation Period: 4 WEEKS
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: CALL FOR INFORMATION

CAMBRIDGE DEVELOPMENT LABRTRY

36 PLEASANT ST
WATERTOWN, MA 02172
☎617-926-0869
☞**JEAN L. GRAEF** PRESIDENT
Principal Business: HARDWARE MANUFACTURER, DISTRIBUTOR
Date Started: 1979
Employees: 10
Annual Sales: $400K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, IBM PC
Programs Needed: EDUCATIONAL, ENGINEERING/MATH, MEDICAL
Languages: APPLESOFT, BASIC, PASCAL
Operating Systems: APPLEDOS, CP/M-80, PCDOS
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
Evaluation Period: 3 WEEKS
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: WRITE FOR INFORMATION

CAP ELECTRONICS

8462 HILLWOOD LANE
TUCSON, AZ 85715
☎602-296-4978
☞**CLAIRE WHALEN** PRESIDENT
Principal Business: DISTRIBUTOR, SOFTWA HOUSE
Date Started: 1978
Employees: 2
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY
Hardware Preference: COMMODORE, RADIO SHACK
Programs Needed: ENTERTAINMENT
Languages: BASIC
Operating Systems: CP/M-80, TRSDOS
Microprocessor(s): 8080
Documentation Required: COMPLETE
Evaluation Period: 2 MONTHS
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: WRITE FOR INFORMATION

CAPEHART DATA SERVICES

5562 OVERBROOKE ROAD
KETTERING, OH 45440
☎513-434-6039
☞**JACK D. CAPEHART** PRESIDENT
Principal Business: DISTRIBUTOR, CONSULTANT, DEVELOPER
Date Started: 1980
Employees: 4
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: RESUME
Hardware Preference: ANY TYPE
Programs Needed: MEDICAL, DATA MANAGEMENT, ENGINEERING/MATH
Languages: MBASIC, PASCAL, APPLESOFT, ASSEMBLER
Operating Systems: CP/M-86, MSDOS, UNIX
Microprocessor(s): 68000, 8086, 6809
Documentation Required: PARTIAL
Evaluation Period: 3 MONTHS
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: NEGOTIABLE
Comments: INTERESTED IN COMPUTER MANAGEMENT AIDS

CAWTHON SCIENTIFIC GROUP

24224 MICHIGAN AVENUE
DEARBORN, MI 48124
☎313-565-4000
☞**MARTY CAWTHON** VICE-PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER, DEVELOPER
Date Started: 1961
Employees: 6
Annual Sales: $450K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: SEND PROGREM PROPOSAL
Hardware Preference: IBM PC, RADIO SHACK
Programs Needed: COMMUNICATIONS, ENGINEERING/MATH, GRAPHICS, UTILITIES
Languages: COBOL, MBASIC, PASCAL
Operating Systems: CP/M-80, CP/M-86, MSDOS
Microprocessor(s): 8080, Z-80, 8085
Documentation Required: COMPLETE
Programming Assistance: YES
Evaluation Period: 2 WEEKS
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: PRODUCT LINE COMPUTER TELEX LINK

CAREER PUBLISHING INC.

936 N. MAIN STREET
PO BOX 5486
ORANGE, CA 92667
☎714-771-5155
☞**HAROLD A. HAASE** PUBLISHER
Principal Business: SOFTWARE PUBLISHER
Date Started: 1972
Employees: 17
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: RESUME
Hardware Preference: IBM PC, TEXAS INSTRUMENTS, COMMODORE, RADIO SHACK, MACINTOSH, APPLE II, IIe, II PLUS
Programs Needed: EDUCATIONAL
Languages: BASIC, LOGO
Operating Systems: TRSDOS, MDOS
Microprocessor(s): 6502
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
Evaluation Period: 2 MONTHS
Marketing Rights: EXCLUSIVE
Payment Procedure: 10-15% ROYALTIES
Comments: EDUCATIONAL ONLY

CE SOFTWARE

238 EXCHANGE ST
CHICOPEE, MA 01013
☎413-592-4761
☞**THOMAS J. BARDON** PRESIDENT
Principal Business: DISTRIBUTOR, SOFTWARE HOUSE
Date Started: 1960
Employees: 6
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Information Kit Available: YES
Submission Procedure: CALL FIRST
Hardware Preference: APPLE, ATARI
Programs Needed: DATA MANAGEMENT, UTILITIES, ENTERTAINMENT
Languages: APPLESOFT, ASSEMBLER, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502
Documentation Required: COMPLETE
Programming Assistance: YES
Evaluation Period: 2 WEEKS
Marketing Rights: BUYS RIGHTS FOR SPECIFIC TIME PERIOD
Payment Procedure: ROYALTY NEGOTIATED
Comments: NO EDUCATIONAL PROGRAMS, SEEKS PROFESSIONAL GRADE ARCADE-STYLE GAMES.

CECIL GARRETT-FAR NORTH DIST.

PO BOX 10-1608
ANCHORAGE, AK 99502
☎907-349-4496
☞**CECIL GARRETT** PRESIDENT
Principal Business: DISTRIBUTOR
Date Started: 1969
Employees: 6
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: RESUME
Hardware Preference: ATARI
Programs Needed: ANY TYPE
Languages: MBASIC, MACHINE
Operating Systems: CP/M-80
Microprocessor(s): 6502
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** NEGOTIABLE
Comments: ATARI COMPATIBLE ONLY

CEDAR HILL SOFTWARE

PO BOX 652
STAFFORD, VA 22554
☎703-659-2890
☞**ALAN STEVENS** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER, DEVELOPER
Date Started: 1980
Employees: 1
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, IBM PC, COMMODORE
Programs Needed: ALL TYPES
Languages: APPLESOFT, MBASIC, PASCAL
Operating Systems: CP/M-80, CP/M-86, APPLEDOS
Microprocessor(s): 8080, Z-80, 8085
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** NEGOTIABLE
Comments: OFFERS SOFTWARE SYSTEMS FOR USE BY PROFESSIONAL CONSULTANTS

CENTURY SOFTWARE SYSTEMS

1875 CENTURY PARK E 1730
LOS ANGELES, CA 90067
☎213-879-5911
☞**DANNY S. LITT** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER, DEVELOPER
Date Started: 1978
Employees: 6
Annual Sales: $4.9M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, RADIO SHACK
Programs Needed: FINANCIAL, SCIENTIFIC, LINEAR PROGRAMMING, ECONOMICS
Languages: APPLESOFT, MBASIC, PASCAL
Operating Systems: APPLEDOS, TRSDOS
Microprocessor(s): 6502, 8080
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 7 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: BUSINESS AND MANAGEMENT PREFERRED

CHAFITZ INC.

856 ROCKVILLE PIKE
ROCKVILLE, MD 20852
☎301-340-0200
☞**STEVE CHAFITZ** PRESIDENT
Principal Business: DISTRIBUTOR, SERVICE COMPANY
Date Started: 1971
Employees: 50
Annual Sales: $4.9M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: HEWLETT PACKARD, TEXAS INSTRUMENTS, ATARI
Programs Needed: COMMUNICATIONS, ENGINEERING/MATH, SCIENTIFIC, GOVERNMENT
Languages: ASSEMBLER, MBASIC
Operating Systems: CP/M-80, CP/M-86
Microprocessor(s): 6502
Documentation Required: NONE
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: PROVIDES EDUCATION TO NON-TECHNICAL PEOPLE IN USE AND PROGRAMMING OF COMPUTERS

CHANNEL ONE

LAKES SHPPG CTR
PO BOX 427
MEDFORD, NJ 08055
☎609-654-7454
☞**EDWARD J. DEFONZO** PRESIDENT
Principal Business: DISTRTIBUTOR, DESIGNER & DEVELOPER
Date Started: 1972
Employees: 8
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY
Hardware Preference: ALTOS, RADIO SHACK
Programs Needed: ACCOUNTING, MANUFACTURING, MEDICAL
Languages: BASIC, MBASIC
Operating Systems: CP/M-80, TRSDOS
Microprocessor(s): 8080, Z-80
Documentation Required: COMPLETE
Evaluation Period: 1 MONTH
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: SPECIALIZE IN CUSTOMIZING AND INSTALLING INTERNATIONAL MICRO SYSTEMS WHOLESALE/RETAIL DISTRIBUTION

CHARLES MANN & ASSOCIATES

55722 SANTA FE TRAIL
YUCCA VALLEY, CA 92284
☎714-365-9718
☞**BOB BELL**
Principal Business: PUBLISHER
Date Started: 1970
Employees: 30
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, IBM PC, RADIO SHACK
Programs Needed: EDUCATIONAL, ENGINEERING/MATH, UTILITIES
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8080, 8088
Documentation Required: PARTIAL
Evaluation Period: 6 WEEKS
Marketing Rights: NEGOTIABLE
Payment Procedure: ROYALTIES, 15-30%
Comments: PLEASE REVIEW OUR CATALOGS

CHARTER CONTROL INC

3506 FOX RUN DR
PLAINSBORO, NJ 08536
☎609-799-4805
☞**GLEN BISHOP** PRESIDENT
Principal Business: DESIGNER & DEVELOPER
Date Started: 1978
Employees: 1
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, IBM PC
Programs Needed: MANUFACTURING
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: APPLEDOS, PCDOS
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
Evaluation Period: 1 MONTH
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: DEVELOPS BOTH HARDWARE AND SOFTWARE CUSTOMIZATION

CHASE ENTERPRISES INC.

10717 CAMINO RUIZ
SUITE 255
SAN DIEGO, CA 92126
☎714-566-3890
☞**JAMES D. CHASE** PRESIDENT
Principal Business: SOFTWARE HOUSE, MAINTENANCE, CONSULTANT
Date Started: 1975
Employees: 6
Annual Sales: $200K
Mainframe: NO **Mini:** YES **Micro** NO
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: IBM 5110/20, IBM 0S6
Programs Needed: ACCOUNTING, MANUFACTURING, MEDICAL
Languages: COBOL, FORTRAN
Operating Systems: VALDOCS, OSDOS, MVSVM
Documentation Required: PARTIAL
Evaluation Period: 3 WEEKS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: UTILITIES TYPE DEBUGGING

CHEM-AL INC.

4833 INDIAN HILLS DR
RACINE, WI 53406
☎414-637-4338
☞**ROGER G. BLOCKS** PRESIDENT
Principal Business: SOFTWARE HOUSE, PROCESS CONTROL
Date Started: 1978
Employees: 7
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK
Programs Needed: ACCOUNTING, DATA MANAGEMENT
Languages: BASIC
Operating Systems: CP/M-80, TRSDOS
Microprocessor(s): 6502, 8080
Documentation Required: COMPLETE
Evaluation Period: 2 WEEKS
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: WRITE FOR INFORMATION

CHEN INFORMATION SYSTEMS INC.

1499 BAYSHORE HWY
STE 205
BURLINGAME, CA 94010
☎415-692-4358
☞**C. WILLIAM CHEN** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1981
Employees: 4
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY
Hardware Preference: IBM PC
Programs Needed: ACCOUNTING, LEGAL, MEDICAL
Languages: BASIC, MBASIC
Operating Systems: MSDOS
Microprocessor(s): 8080, 8088
Documentation Required: COMPLETE
Evaluation Period: 1 MONTH
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: WRITE FOR INFORMATION

CHROMASETTE MAGAZINE

PO BOX 1087
SANTA BARBARA, CA 93102
☎805-963-1066
Principal Business: PUBLISHER
Date Started: 1981
Employees: 6
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SEND PROGRAM
Hardware Preference: RADIO SHACK
Programs Needed: GAMES, UTILITIES
Languages: BASIC, EXTENDED COLOR BASIC
Operating Systems: CP/M-80, TRSDOS
Microprocessor(s): 68000, 8080
Documentation Required: NONE
Programming Assistance: YES
Evaluation Period: 2 MONTHS
Marketing Rights: NEGOTIABLE
Payment Procedure: OUTRIGHT PURCHASE
Comments: LOOKING FOR GOOD GRAPHICS

CIMARRON

666 BAKER ST
STE 319
COSTA MESA, CA 92626
☎714-641-1156
☞**KATHI WELTY** SOFTWARE PRODUCTS DIRECTOR
Principal Business: PUBLISHER, DISTRIBUTOR, DESIGNER
Date Started: 1979
Employees: 7
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY
Hardware Preference: COMMODORE
Programs Needed: ACCOUNTING, DATA MANAGEMENT, DENTAL
Languages: FORTRAN
Operating Systems: CP/M-80
Microprocessor(s): 6502, 6809
Documentation Required: COMPLETE
Evaluation Period: 1 MONTH
Marketing Rights: BUYS ALL RIGHTS
Payment Procedure: NEGOTIABLE - PAYS JOB
Comments: SIMULTANEOUS SUBMISSIONS

CITADEL (THE)

171 BRIDGE STREET
GROTON, CT 06340
☎203-445-6224
☞**PATRICK A. FLORY** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1977
Employees: 2
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, COMMODORE
Programs Needed: ENTERTAINMENT
Languages: APPLESOFT, ASSEMBLER, MBASIC
Operating Systems: APPLEDOS, TRSDOS
Microprocessor(s): 6502, 8080
Documentation Required: COMPLETE
Evaluation Period: 3 WEEKS
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: GOOD GRAPHICS, SOUND AND CREATIVITY

CLARDY'S SYNERGISTIC SOFTWARE

5221 120TH AVENUE SE
BELLEVUE, WA 98006
☎206-226-3216
☞**ROBERT C. CLARDY** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1978
Employees: 4
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: APPLE II, APPLE PLUS
Programs Needed: DATA MANAGEMENT, EDUCATIONAL, UTILITIES, ENTERTAINMENT
Languages: APPLESOFT, BASIC, PASCAL
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502
Documentation Required: PARTIAL
Evaluation Period: 2 MONTHS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: CALL FOR MORE INFORMATION

CLEMENTS COMPANY (THE)

936 ALICE LANE
MENLO PARK, CA 94025
☎415-321-1617
☞**THOMAS W. CLEMENTS** PRESIDENT
Principal Business: SOFTWARE HOUSE, DISTRIBUTOR
Date Started: 1980
Employees: 1
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, COMMODORE, IBM PC
Programs Needed: ACCOUNTING, ENGINEERING/MATH, SCIENTIFIC
Languages: APPLESOFT, BASIC, PASCAL
Operating Systems: APPLEDOS, CP/M-80, PCDOS
Microprocessor(s): 6502, 8088
Documentation Required: PARTIAL
Evaluation Period: 6-8 WEEKS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: LOOKING FOR QUALITY PROGRAMS

CLOAD MAGAZINE

PO BOX 1448
SANTA BARBARA, CA 93102
☎805-962-6271
☞**DAVE LAGERQUIST**
Principal Business: PUBLISHER
Date Started: 1978
Employees: 6
Annual Sales: $120K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SEND PROGRAM
Hardware Preference: RADIO SHACK
Programs Needed: GAMES, UTILITIES, TUTORIALS
Languages: BASIC, MBASIC
Operating Systems: CP/M-80, TRSDOS
Microprocessor(s): 6502, 8080
Documentation Required: NONE
Programming Assistance: YES
Evaluation Period: 2 MONTHS
Marketing Rights: NEGOTIABLE
Payment Procedure: OUTRIGHT PURCHASE
Comments: WRITE FOR INFORMATION

CLOAD MAGAZINE INC.

PO BOX 1267
GOLETA, CA 93116
☎805-964-2761
☞**ROBIN E. SAVER** PRESIDENT
Principal Business: PUBLISHER
Date Started: 1978
Employees: 4
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK
Programs Needed: EDUCATIONAL, UTILITIES, ENTERTAINMENT
Languages: BASIC, MBASIC
Operating Systems: CP/M-80, TRSDOS
Microprocessor(s): 8080, Z-80
Documentation Required: PARTIAL
Evaluation Period: 2 WEEKS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: INTERESTING, USER FRIENDLY, QUALITY PROGRAMS, BACK ISSUES AVAILABLE

CMA MICRO COMPUTER YUCCA VALLEY, CA 92284

☎**619-365-9718**
☞**ROBERT BELL** DIR. OF NEW PRODUCTS DEV.
Principal Business: DISTRIBUTOR
Date Started: 1976
Employees: 10
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: RESUME
Hardware Preference: APPLE, IBM PC, WANG
Programs Needed: ACCOUNTING, CONSTRUCTION, DENTAL
Languages: APPLESOFT, COBOL, BASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
Programming Assistance: YES
Evaluation Period: 6 WEEKS
Marketing Rights: NEGOTIABLE
Payment Procedure: PAYS BY JOB
Comments: LOOKING FOR BUSINESS PROGRAMS

Notes

CODAPRO CORPORATION

88 SUNNYSIDE BLVD
PLAINVIEW, NY 11803
☎516-348-7886
☞**MARC ANDRE** PRESIDENT
Principal Business: HARDWARE MANUFACTURER, SOFTWARE HOUSE
Date Started: 1970
Employees: 10
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: RESUME
Hardware Preference: ALTOS, INTEGRATED BUSINESS SYSTEMS
Programs Needed: ACCOUNTING, MANUFACTURING
Languages: COBOL, FORTRAN, PASCAL, "C"
Operating Systems: CP/M-80, MSDOS, OASIS-16
Microprocessor(s): 8086
Documentation Required: COMPLETE
Evaluation Period: 4 WEEKS
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: CALL FOR INFORMATION

CODE WORKS (THE)

5266 HOLLISTER
SUITE 224
SANTA BARBARA, CA 93116
☎805-683-1585
☞**RONALD K. JEFFRIES** PRESIDENT
Principal Business: SOFTWARE HOUSE, PUBLISHER, DISTRIBUTOR
Date Started: 1978
Employees: 15
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Availabl: YES
Submission Procedure: PROPOSAL
Hardware Preference: ATARI, COMMODORE, IBM PC
Programs Needed: EDUCATIONAL
Languages: MBASIC, CW/C
Operating Systems: CP/M-80, PCDOS
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
Evaluation Period: 2 WEEKS
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: DISTRIBUTES CW/C LANGUAGE COMPILER, PUBLISHES THE IRIDIS TUTORIAL SERIES.

COLORADO BUSINESS SYSTEMS INC.

1475 DAKIN STREET
DENVER, CO 80221
☎303-427-9711
☞**ROBERT EUGENE VENER** PRESIDENT
Principal Business: DISTRIBUTOR
Date Started: 1978
Employees: 9
Annual Sales: $200K
Mainframe: YES **Mini:** NO **Micro** NO
Submission Procedure: PROPOSAL
Hardware Preference: HEWLETT PACKARD, HONEYWELL
Programs Needed: ACCOUNTING, INSURANCE, MEDICAL
Languages: APL, COBOL, FORTRAN
Operating Systems: GCOS 64
Documentation Required: PARTIAL
Evaluation Period: 4 WEEKS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: SELLS DURANGO F-85, SELLS TEXON STAND ALONE FEATURING 16 BIT PROCESSOR

COMARK CORPORATION

257 CRESCENT ST
WALTHAM, MA 02154
☎617-894-7000
☞**CHARLES S. BREEN** PRESIDENT
Principal Business: DISTRIBUTOR, HARDWARE MANUFACTURER
Date Started: 1974
Employees: 40
Annual Sales: $4.9M
Mainframe: NO **Mini:** NO **Micro** YES
Submission Procedure: PROPOSAL
Hardware Preference: ATARI, IBM PC
Programs Needed: DATA MANAGEMENT, MANUFACTURING
Languages: COBOL, FORTRAN, MBASIC
Operating Systems: APPLEDOS, PCDOS
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
Evaluation Period: 2 MONTHS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: PRODUCT LINE, MARKETS TERMINALS AND COMPUTER SYSTEMS STAND ALONE OR WITH PERIFERALS MACRO 80, MICROSOFT BASIC COMPILER

COMM*DATA COMPUTER HOUSE INC

320 SUMMIT AVE
MILFORD, MI 48042
☎313-685-3302
☞**LARRY JONES**
Principal Business: SOFTWARE HOUSE, DISTRIBUTOR
Date Started: 1979
Employees: 10
Annual Sales: $1M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY
Hardware Preference: COMMODORE
Programs Needed: EDUCATIONAL, GAMES, HOME / PERSONAL
Languages: MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 6502
Documentation Required: COMPLETE
Programming Assistance: YES
Evaluation Period: 2-4 WEEKS
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: PURCHASE AT DISCOUNT OF 30-50% OFF LIST
Comments: WRITE FOR INFORMATION

COMMERCIAL SOFTWARE SYSTEMS

7689 WEST FROST DRIVE
LITTLETON, CO 80123
☎303-761-8062
☞**GREGORY F. GLAZNER** PRESIDENT
Principal Business: SOFTWARE HOUSE, DISTRIBUTOR
Date Started: 1980
Employees: 2
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: PROPOSAL
Hardware Preference: HEWLETT PACKARD
Programs Needed: ACCOUNTING, GRAPHICS, STATISTICS
Languages: COBOL, FORTRAN, PASCAL, RP-G
Operating Systems: RTE-A, RTE-6/VM
Microprocessor(s): 8080
Documentation Required: PARTIAL
Evaluation Period: 3 WEEKS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: SPECIALIZE IN ACCOUNTING AND GRAPHICS

COMMUNITREE GROUP

470 CASTRO STREET
SUITE 207SAN FRANCISCO, CA 94114
☎415-861-8733
☞**DEAN GEUGLE** SOFTWARE ACQUISITION MANAGER
Principal Business: SOFTWARE HOUSE, CONSULTANT
Date Started: 1980
Employees: 7
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: ENTIRE READY-FOR-SALE PACKAGE
Hardware Preference: IBM PC, APPLE, COMMODORE, RADIO SHACK, ATARI
Programs Needed: COMMUNICATIONS, OPERATING SYSTEMS
Languages: BASIC, FORTH
Operating Systems: CP/M-80, APPLEDOS, TRSDOS
Microprocessor(s): 6502, 8080, 8088
Documentation Required: NONE
Evaluation Period: 4-6 WEEKS
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: PURCHASE AT DISCOUNT OF 30-55% OFF LIST
Comments: LOOKING FOR BUSINESS PROGRAMS

COMPAC SYSTEMS INC

59 E CUNNINGHAM DR
PALATINE, IL 60067
☎312-358-3906
☞**ROBERT QUACKENBUSH** PRESIDENT
Principal Business: DISTRIBUTOR
Date Started: 1978
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: PROPOSAL
Hardware Preference: APPLE, RADIO SHACK, DATA GENERAL CS/5
Programs Needed: PROGRAMMING AIDS, UTILITY PROGRAMS
Languages: APPLESOFT, BASIC, FORTRAN
Operating Systems: APPLEDOS, AOS, TRSDOS
Microprocessor(s): 6502, 8080
Documentation Required: PARTIAL
Evaluation Period: 2 MONTHS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: LOOKING FOR BUSINESS PROGRAMS

COMPILER SYSTEMS INC

PO BOX 145
SIERRA MADRE, CA 91024
☎213-355-1063
☞**GORDON E. EUBANKS, JR** PRESIDEN
Principal Business: DISTRIBUTOR
Date Started: 1978
Employees: 7
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Submission Procedure: RESUME
Hardware Preference: APPLE, COMMODO
Programs Needed: ACCOUNTING, BANKIN FINANCIAL
Languages: ALGOL, CBASIC
Operating Systems: CP/M-80
Microprocessor(s): 8080, 8085, Z-80
Documentation Required: NONE
Evaluation Period: 2 WEEKS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: OFFERS CBASIC

COMPLEAT SYSTEMS

1914 MONONGAHELA AVE
PITTSBURGH, PA 15218
☎412-351-6755
☞**ALBERT J. MARINO** PRESIDENT
Principal Business: DISTRIBUTOR
Date Started: 1977
Employees: 7
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK, D
Programs Needed: DATA MANAGEMENT, PAYROLL & PERSONNEL
Languages: ASSEMBLER, BASIC
Operating Systems: CP/M-80, TRSDOS, M
Microprocessor(s): 6809, 8080
Documentation Required: PARTIAL
Evaluation Period: 2 MONTHS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: WE DO CUSTOM WORK

COMPLETE BUSINESS SERVICES

90 WEST CENTER ST
LOGAN, UT 84321
☎801-752-5713
☞**DONALD N. SPETH** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1979
Employees: 4
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: NORTHSTAR HORIZON
Programs Needed: ACCOUNTING
Languages: PASCAL
Operating Systems: CP/M-80, HDOS, NSDOS
Microprocessor(s): 8080, 8088
Documentation Required: PARTIAL
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: LOOKING FOR BUSINESS PROGRAMS

COMPLETE BUSINESS SYSTEMS INC

9420 WEST FOSTER AVE
CHICAGO, IL 60656
☎312-992-1218
☞**JAY JONES** PRESIDENT
Principal Business: DISTRIBUTOR, SOFTWARE HOUSE
Date Started: 1980
Employees: 4
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: PROPOSAL
Hardware Preference: APPLE, RADIO SHACK
Programs Needed: ACCOUNTING, DATA MANAGEMENT, PAYROLL
Languages: APPLESOFT, BASIC
Operating Systems: APPLEDOS, TRSDOS
Microprocessor(s): 6502, 6809, 8080
◗**Evaluation Period:** 3 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: OFFERS COMPUTER SOFTWARE WHICH ALLOWS UNSOPHISTICATED END USERS TO GENERATE THEIR OWN PROGRAMS AND SOFTWARE.

COMPREHENSIVE TAX SYSTEMS

5A707 REDWOOD ROAD
OAKLAND, CA 94619
☎415-530-8535
☞**RICHARD BJORNDAL, JR.** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1977
Employees: 15
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Submission Procedure: QUERY
Hardware Preference: ANY TYPE
Programs Needed: ACCOUNTING
Languages: BASIC, MBASIC, PASCAL
Operating Systems: CP/M-80, MP/M
Microprocessor(s): 6502
Documentation Required: PARTIAL
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: OFFERS INCOME TAX PREPARATION SOFTWARE

COMPU-A-NOTE INC.

PO BOX 158
WARRINGTON, PA 18976
☎215-343-5994
☞**STEPHEN FISCHER** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1979
Employees: 2
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK
Programs Needed: ACCOUNTING, BANKING, CONSTRUCTION, UTILITIES
Languages: FORTRAN
Operating Systems: CP/M-80, TRSDOS
Microprocessor(s): 8080, Z-80
Documentation Required: NONE
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: MARKETS SOFTWARE PACKAGES FOR THE SMALL BUSINESS AND HOME USER

COMPU-TATIONS

PO BOX 502
TROY, MI 48099
☎312-524-2317
☞**CHARLES JAMES** PRESIDENT
Principal Business: SOFTWARE HOUSE, PUBLISHER
Date Started: 1980
Employees: 4
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, COMMODORE, IBM PC
Programs Needed: EDUCATIONAL, HOME / PERSONAL, UTILITIES
Languages: APPLESOFT, BASIC, PASCAL
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
Evaluation Period: 2 MONTHS
Marketing Rights: VARIES
Payment Procedure: ROYALTIES, 15-20%
Comments: PROGRAMS SHOULD HAVE SUFFICIENT ERROR TRAPPING AND MAKE USE OF GRAPHICS

COMPU-TRAC INC.

1021 NINTH ST
PO BOX 15951
NEW ORLEANS, LA 70175
☎504-895-1474
☞**TIMOTHY C. SLATER** PRESIDENT
Principal Business: SOFTWARE HOUSE, DISTRIBUTOR
Date Started: 1980
Employees: 16
Annual Sales: $4.9M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: PROPOSAL
Hardware Preference: APPLE
Programs Needed: BANKING, FINANCIAL
Languages: APPLESOFT, PASCAL
Operating Systems: APPLEDOS
Microprocessor(s): 6502
Evaluation Period: 3 WEEKS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: WRITE FOR INFORMATION

COMPU-TUTOR

PO BOX 701
PLACENTIA, CA 92670
☎714-993-9939
☞**DAVID E. SMITH** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1979
Employees: 4
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE
Programs Needed: EDUCATIONAL, ENGINEERING/MATH, SCIENTIFIC
Languages: APPLESOFT, BASIC, PASCAL
Operating Systems: APPLEDOS
Microprocessor(s): 6502
Documentation Required: PARTIAL
Evaluation Period: 2 MONTHS
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: CUSTOM DESIGNS APPLICATI SOFTWARE FOR APPLE II

COMPUGAMES INC

19 BOOTH STREET
ENFIELD, CT 06082
☎203-745-3136
☞**CHARLES G. NAI**
Principal Business: PUBLISHER
Date Started: 1982
Employees: 6
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Submission Procedure: PROPOSAL
Hardware Preference: APPLE, IBM PC, R SHACK
Programs Needed: GAMES
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8080, 8088
Documentation Required: NONE
Programming Assistance: YES
Evaluation Period: 2-4 WEEKS
Marketing Rights: EXCLUSIVE
Payment Procedure: ROYALTIES, 10.7% GROSS
Comments: DISK OR CASSETTE

COMPUTECH GROUP INCORPORATED

LEE BOULEVARD
FRAZER, PA 19355
☎215-644-3344
☞**HENRY ROBERTELLI**
Principal Business: OEM, DISTRIBUTOR
Date Started: 1977
Employees: 26
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY, ENTIRE READY FOR SALE PACKAGE
Hardware Preference: IBM PC
Programs Needed: FINANCIAL, MANUFACTURING, PROFESSIONAL
Languages: COBOL, FORTRAN
Operating Systems: CP/M-80, MP/M
Microprocessor(s): 6502, 8080, 8088
Documentation Required: NONE
Evaluation Period: 1 MONTH
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: PURCHASE AT DISCOUNT OF 70% OFF LIST
Comments: LOOKING FOR BUSINESS PROGRAMS

COMPUMAX ASSOCIATES INC.

PO BOX 1139
PALO ATLO, CA 94301
☎415-321-2881
☞**THOMAS P. BUN** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1975
Employees: 26
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, ATARI, VECTOR GRAPHIC 5E
Programs Needed: ACCOUNTING
Languages: BASIC, PASCAL
Operating Systems: APPLEDOS, UCSD PASCAL
Microprocessor(s): 6502, 68000, 6809
Documentation Required: NONE
Programming Assistance: YES
Evaluation Period: 4 WEEKS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: APPLICATION PROGRAMS ARE DESIGNED SPECIFICALLY FOR THE NOVICE COMPUTER USER

COMPUSERVE INC.

5000 ARLINGTON CENTRE BOULEVARD
COLUMBUS, OH 43220
☎614-457-8600
☞**JOHN W. GIBNEY**
Principal Business: SOFTWARE HOUSE, DISTRIBUTOR
Date Started: 1969
Employees: 500
Annual Sales: $58M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY, ENTIRE READY FOR SALE PACKAGE
Hardware Preference: APPLE, IBM PC, RADIO SHACK
Programs Needed: EDUCATIONAL, FINANCIAL, GAMES
Languages: BASIC, FORTRAN, MACRO-10
Operating Systems: CP/M-80, MP/M
Microprocessor(s): 6502, 8080, 8088
Documentation Required: SOURCE REQUIRED
Evaluation Period: 1-2 MONTHS
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: ROYALTY AVERAGING 10% OF RETAIL
Comments: WRITE FOR INFORMATION

COMPUTECH GROUP INCORPORATED

LEE BOULEVARD
FRAZER, PA 19355
☎215-644-3344
☞**HENRY ROBERTELLI**
Principal Business: OEM, DISTRIBUTOR
Date Started: 1977
Employees: 26
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY, ENTIRE READY FOR SALE PACKAGE
Hardware Preference: IBM PC
Programs Needed: FINANCIAL, MANUFACTURING, PROFESSIONAL
Languages: COBOL, FORTRAN
Operating Systems: CP/M-80, MP/M
Microprocessor(s): 6502, 8080, 8088
Documentation Required: NONE
Evaluation Period: 1 MONTH
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: PURCHASE AT DISCOUNT OF 70% OFF LIST
Comments: LOOKING FOR BUSINESS PROGRAMS

COMPUTER AGE LIMITED

6101 YONGE STREET
TORONTO,ONTARIO, CANADA M2M3W2
☎416-222-1165
☞**HOUNG I-YVAN** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1977
Employees: 10
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Submission Procedure: RESUME
Hardware Preference: CP/M COMPATIBLE
Programs Needed: ACCOUNTING, MEDICAL & HEALTH
Languages: BASIC, COBOL, FORTRAN
Operating Systems: CP/M-80
Microprocessor(s): 8080, 8085, ZILOG
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: WRITE FOR INFORMATION

COMPUTER ALTERNATIVES

14125 FOUR LAKES DRIVE
STERLING HEIGHT, MI 48078
☎313-247-6664
☞**F. CAMERON AYER** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER, DEVELOPER
Date Started: 1977
Employees: 3
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK
Programs Needed: ACCOUNTING, MEDICAL, LIVESTOCK HISTORY JOURNAL PAKAGES
Languages: FORTRAN
Operating Systems: CP/M-80, TRSDOS
Microprocessor(s): 8080, 6809
Documentation Required: NONE
◗**Evaluation Period:** 2-4 WEEKS
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** NEGOTIABLE
Comments: PRIMARY CUSTOMERS ARE MEDICAL COMPANIES AND LEGAL FIRMS

COMPUTER BUGS

PO BOX 789
BOYNTON BEACH, FL 33435
☎305-737-4738
☞**JAMES D. BAKER** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1978
Employees: 4
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK
Programs Needed: ACCOUNTING, INSURANC MEDICAL
Languages: BASIC, FORTRAN
Operating Systems: CP/M-80, TRSDOS
Microprocessor(s): 8080, Z-80
Documentation Required: PARTIAL
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: SEEKS BUSINESS AND SYSTEM PROGRAMS

COMPUTER CONCEPTS

PO BOX 35324
PHOENIX, AZ 85069
☎602-998-9748
☞**D.E. NEW** PRESIDENT
Principal Business: DISTRIBUTOR, DESIGNE
Date Started: 1977
Employees: 3
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK
Programs Needed: INVESTMENT ANALYSIS
Languages: ASSEMBLER, BASIC, COBOL, FORTRAN
Operating Systems: TRSDOS, XENIX
Microprocessor(s): 68000, Z-80
Documentation Required: NONE
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** NEGOTIABLE
Comments: PRIMARY CUSTOMERS, COMMODITY/STOCK, TECHNICAL ANALYSIS

COMPUTER CONTROL SYSTEMS INC.

298 21ST TERRACE SE
LARGO, FL 33541
☎813-586-1886
☞**RAY E. MURRAY** PRESIDENT
Principal Business: DISTRIBUTOR
Date Started: 1980
Employees: 5
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: IBM PC
Programs Needed: DATA MANAGEMENT, UTILITIES, DATABASE MANAGEMENT
Languages: FORTRAN, PASCAL, CBASIC2, SBASIC
Operating Systems: CP/M-86, CP/M-80, MSDOS
Microprocessor(s): 8088
Documentation Required: PARTIAL
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: PRODUCES A LINE OF UTILITY SORT PROGRAMS AND DATA MANAGEMENT SUB ROUTINES THAT ARE COMPATIBLE WITH HIGH LEVEL LANGUAGES

COMPUTER COUNTRY

235 DUNN ROAD
FLORISSANT, MO 63031
☎314-921-4433
☞**JAMES V. CARROLL** PRESIDENT
Principal Business: DISTRIBUTOR, EQUIPMENT LEASING
Date Started: 1977
Employees: 23
Annual Sales: $4.9M
Mainframe: NO **Mini:** NO **Micro** YES
Submission Procedure: QUERY
Hardware Preference: VECTOR GRAPHICS, VECTOR GRAPHIC 5E SERIES
Programs Needed: ACCOUNTING, BANKING, DATA MANAGEMENT
Languages: PASCAL
Operating Systems: CP/M-80, USCD PASCAL
Microprocessor(s): 6800, 6809
Documentation Required: PARTIAL
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: COVERS ALL TYPES OF BUSINESS & INDUSTRY PROGRAMS

Notes

COMPUTER HOUSE

1407 CLINTON ROAD
JACKSON, MI 49202
☎517-782-2132
☞**CLARENCE B. ZEIGLER JR.** PRESIDENT
Principal Business: PUBLISHER
Date Started: 1967
Employees: 5
Annual Sales: $600K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: RESUME
Hardware Preference: COMMODORE VIC 20, IBM, APPLE II
Programs Needed: ACCOUNTING, ENGINEERING/MATH, LEGAL
Languages: APPLESOFT, ADA, BASIC
Operating Systems: CP/M-80
Microprocessor(s): 6502, 6809
Documentation Required: COMPLETE
◗**Evaluation Period:** 4 WEEKS
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** NEGOTIABLE
Comments: WRITE FOR INFORMATION

COMPUTER INFORMATION EXCHANGE

BOX 159
SAN LUIS REY, CA 92068
☎714-754-7849
☞**WILLIAM C. VAUGHN**
Principal Business: PUBLISHER
Date Started: 1971
Employees: 10
Annual Sales: $180K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK
Programs Needed: NO GAMES
Languages: MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 8080
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** ROYALTIES, 20% OF RETAIL PRICE
Comments: NON-PROFIT ORGANIZATION

COMPUTER INNOVATIONS INC

75 PINE STREET
LINCROFT, NJ 07738
☎201-530-0995
☞**GEORGE E. EBERHARDT**
Principal Business: DISTRIBUTOR, CONSULTING FIRM
Date Started: 1978
Employees: 5
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY, ENTIRE READY FOR SALE PACKAGE
Hardware Preference: IBM PC
Programs Needed: SYSTEMS PROGRAMS
Utilities: C-COMPILER
Languages: ASSEMBLER, COBOL, FORTRAN
Operating Systems: CP/M-80, MDOS, MP/M, CP/M-86
Microprocessor(s): 8088
Documentation Required: PARTIAL
Evaluation Period: 2 WEEKS
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: PURCHASE AT DISCOUNT OF 30% OFF LIST
Comments: LOOKING FOR BUSINESS PROGRAMS

COMPUTER KITCHEN (THE)

PO BOX 70524
SUNNYVALE, CA 94086
☎408-946-1722
☞**CHARLES R. BOND** PRESIDENT
Principal Business: PUBLISHER
Date Started: 1980
Employees: 2
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Submission Procedure: PROPOSAL
Hardware Preference: ATARI 400, COMMODORE PET
Programs Needed: ENGINEERING/MATH, SCIENTIFIC
Languages: ASSEMBLER, BASIC
Operating Systems: CP/M-80
Microprocessor(s): 6502, 6809
Documentation Required: COMPLETE
Evaluation Period: 3-5 WEEKS
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: CALL FOR INFORMATION

JOIN SWIG

SOFTWARE WRITERS INTERNATIONAL GUILD

SEE APPLICATION AT THE INSIDE BACK COVER

COMPUTER MART INC.

560 WEST 14 MILE ROAD
CLAWSON, MI 48017
☎313-542-4862
☞**JOSEPH T. INATONE** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1976
Employees: 25
Annual Sales: $4.9M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, APPLE II,IIPLU
Programs Needed: ENGINEERING/MATH, SCIENTIFIC, ENERGY CONSERVATION
Languages: APPLESOFT, ASSEMBLER, PASCAL
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, Z-80
Documentation Required: PARTIAL
Evaluation Period: 2 WEEKS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: MARKETS SOFTWARE FOR MECHANICAL ENGINEERING, CIVIL ENGINEERING AND WORD PROCESSING APPLICATIONS

COMPUTER MAT

2984 DAYTONA
LAKE HAVASU, AZ 86403
☎602-855-3357
☞**HOWIE DIBLASI**
Principal Business: DISTRIBUTOR, HARDWARE/SOFTWARE RETAILER
Date Started: 1979
Employees: 3
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY, ENTIRE READY FOR SALE PACKAGE
Hardware Preference: APPLE, COMMODORE
Programs Needed: EDUCATIONAL, GAMES, ENTERTAINMENT
Languages: APPLESOFT, BASIC
Operating Systems: APPLEDOS, CP/M-80, COMMODORE BASIC
Microprocessor(s): 6502, 6809
Evaluation Period: 2-3 WEEKS
Marketing Rights: EXCLUSIVE WORLDWIDE
Payment Procedure: PURCHASE AT DISCOUNT OF 35-60% OFF LIST
Comments: SEEKS HIGH SCHOOL SOFTWARE

COMPUTER PRO CORPORATION

8859 SW 69 COURT
MIAMI, FL 33156
☎305-667-3556
☞**CHARLES HULL**
Principal Business: DISTRIBUTOR, HARDWARE/SOFTWARE RETAILER
Date Started: 1981
Employees: 4
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY, DOCUMENTATION OR DEMO
Hardware Preference: MOTOROLA 6800, TEXAS INSTRUMENTS
Programs Needed: FINANCIAL, BUSINESS AND PROFESSIONAL
Languages: COBOL, RM/COS
Operating Systems: CP/M-80
Microprocessor(s): 68000
Documentation Required: NONE
Evaluation Period: 1 MONTH
Marketing Rights: EXCLUSIVE FOR SPECIFIC MARKETS
Payment Procedure: PURCHASE AT DISCOUNT OF 25-40% OFF LIST
Comments: SOLE REAL WORLD BUSINESS SOFTWARE DISTRIBUTOR FOR TEXAS INSTRUMENTS COMPUTERS

COMPUTER SHACK

1691 EASON
PONTIAC, MI 48054
☎313-673-8700
☞**GORDON MONNIER**
Principal Business: DISTRIBUTOR
Date Started: 1980
Employees: 3
Annual Sales: $700K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: ENTIRE READY FOR SALE PACKAGE
Hardware Preference: IBM PC, RADIO SHACK
Programs Needed: EDUCATIONAL, FINANCIAL, HOME / PERSONAL
Languages: ASSEMBLER, BASIC, PASCAL
Operating Systems: CP/M-80, MSDOS, TRSDOS
Microprocessor(s): 6502, 8080, 8088
Documentation Required: NONE
Evaluation Period: 1 MONTH
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: PURCHASE AT DISCOUNT OF 50-60% OFF LIST
Comments: WRITE FOR INFORMATION

COMPUTER SOFTWARE DESIGN

1911 WRIGHT CIRCLE
ANAHEIM, CA 92806
☎714-634-9012
☞**MICHAEL G. STRONG** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1980
Employees: 1020
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: RESUME
Hardware Preference: RADIO SHACK
Programs Needed: DATA MANAGEMENT, PROGRAMMING LANGUAGE, PROGRAMMING AIDS
Languages: MBASIC, PASCAL
Operating Systems: TRSDOS
Microprocessor(s): 8080, 68000, Z-80
Documentation Required: COMPLETE
Evaluation Period: 1 MONTH
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: CALL FOR INFORMATION

COMPUTER SOFTWARE DISTRIBUTORS

1945 GALLOWS ROAD
SUITE 605
VIENNA, VA 22180
☎703-556-9786
☞**JANA JACKSON** BUYER
Principal Business: DISTRIBUTOR
Date Started: 1981
Employees: 5
Annual Sales: $1M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY, ENTIRE READY FOR SALE PACKAGE
Hardware Preference: APPLE, COMMODORE, IBM PC
Programs Needed: EDUCATIONAL, GAMES, ENTERTAINMENT
Languages: APPLESOFT, BASIC, MACHINE
Operating Systems: APPLEDOS, CP/M-80, MSDOS, TRSDOS
Microprocessor(s): 6502, 8080, 8088
Documentation Required: NONE
Evaluation Period: 3-5 WEEKS
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: PURCHASE AT DISCOUNT OF 50-70% OFF LIST
Comments: PRODUCTS MUST BE ATTRACTIVELY PACKAGED, WELL-DOCUMENTED WITH NECESSARY PRODUCT AND PROMOTION SUPPORT FROM MANUFACTURER.

COMPUTER SOLUTIONS

5135 FREDERICKSBURG ROAD
SAN ANTONIO, TX 78229
☎512-341-8851
☞**STANLEY F. MCGINNIS** PRESIDENT
Principal Business: PUBLISHER
Date Started: 1977
Employees: 5
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: RESUME
Hardware Preference: APPLE II AND II PLUS
Programs Needed: ACCOUNTING, BANKING, FINANCIAL
Languages: APPLESOFT, BASIC
Operating Systems: APPLEDOS
Microprocessor(s): 6502
Documentation Required: PARTIAL
Evaluation Period: 2 MONTHS
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: WRITE FOR INFORMATION

COMPUTER STATIONS INC.

11610 PAGE SERVICE DRIVE
ST. LOUIS, MO 63141
☎314-432-7019
☞**LYNN K. BUSBY** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1978
Employees: 10
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, APPLE II, PLU
Programs Needed: GRAPHICS, COMPUTE MANAGEMENT AIDS
Languages: APPLESOFT, BASIC, PASCAL
Operating Systems: AOS, CP/M-80
Microprocessor(s): 6502
Documentation Required: COMPLETE
Programming Assistance: YES
Evaluation Period: 2-4 WEEKS
Marketing Rights: VARIES
Payment Procedure: VARIES
Comments: INTERESTED IN GENERAL UTILI PROGRAMS

COMPUTER SUPPORT SYSTEMS INC.

PO BOX 2134
NORTH MANKATO, MN 56001
☎507-625-2205
☞**WALTER ROBERTS** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1979
Employees: 2
Annual Sales: $100K
Mainframe: NO **Mini:** YES **Micro** NO
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: IBM 5110, IBM 5120
Programs Needed: ACCOUNTING, PAYROL PERSONNEL
Languages: COBOL, FORTRAN
Documentation Required: PARTIAL
Programming Assistance: YES
Evaluation Period: VARIES
Marketing Rights: VARIES
Payment Procedure: VARIES
Comments: OFFERS INTEGRATED ACCOUNTI PACKAGES FOR GENERAL LEDGER, ACCOUN RECEIVABLE, ACCOUNTS PAYABLE, A PAYROLL.

COMPUTER SYSTEMS CONSULTANTS

1454 LATT LANE, NW
CONYERS, GA 30207
☎404-483-1717
☞**BUD PASS**
Principal Business: OEM, DISTRIBUTOR
Date Started: 1977
Employees: 2
Annual Sales: $40K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY, ENTIRE READY FOR SALE PACKAGE
Hardware Preference: RADIO SHACK
Programs Needed: FINANCIAL, MANUFACTURING, SYSTEMS PROGRAMS
Languages: BASIC
Operating Systems: TRSDOS
Microprocessor(s): 6809
Documentation Required: NONE
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT OF 25-40% OFF LIST
Comments: LOOKING FOR BUSINESS APPLICATIONS

COMPUTER SYSTEMS DESIGN GROUP

3632 GOVERNOR DRIVE
SAN DIEGO, CA 92122
☎415-856-1954
☞**JEFF L. LEVINSKY**
Principal Business: SOFTWARE HOUSE
Date Started: 1978
Employees: 5
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Submission Procedure: PROPOSAL
Hardware Preference: APPLE II, NORTHSTAR HORIZON
Programs Needed: EDUCATIONAL, GAMES, APPLICATIONS
Languages: APPLESOFT, BASIC, PASCAL
Operating Systems: CP/M-80, HDOS
Microprocessor(s): 6502, Z-80
Programming Assistance: YES
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** VARIES
Comments: LOOKING FOR GOOD GRAPHICS

COMPUTER SYSTEMS INTERACTIVE

370 SEVENTH AVENUE
NEW YORK, NY 10001
☎212-279-7676
☞**EDWARD J. BERKOWITZ** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1976
Employees: 6
Annual Sales: $499K
Mainframe: NO **Mini:** YES **Micro** NO
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: IBM 5120, 5110
Programs Needed: ACCOUNTING, BANKING, FINANCIAL
Languages: ASSEMBLER, COBOL
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** VARIES
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** VARIES
Comments: WRITE FOR INFORMATION

COMPUTER TREE INC.

409 HOOPER ROAD
ENDWELL, NY 13760
☎607-754-9120
☞**DAVID H. CASLER** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1977
Employees: 9
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, ATARI, RADIO SHACK
Programs Needed: MEDICAL, DATA MANAGEMENT, ENGINEERING/MATH, SCIENTIFIC
Languages: BASIC, FORTRAN
Operating Systems: APPLEDOS, CP/M-80, TRSDOS
Microprocessor(s): 6502, 8080, Z-80
Documentation Required: NONE
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: ALSO INTERESTED IN WORD PORCESSING AND TEXT EDITING PROGRAMS

COMPUTER-ASSISTED INSTRUCTION

979 TEAKWOOD ROAD
LOS ANGELES, CA 90049
☎213-476-1466
☞**DR. GLORIA M. SILVERN** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1976
Employees: 5
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: DEC, HEWLETT PACKARD
Programs Needed: EDUCATIONAL, SCIENTIFIC, LANGUAGE PROCESSORS
Languages: FORTRAN
Microprocessor(s): 68000
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: OFFER CUSTOM PROGRAMMING MAINLY IN SCIENTIFIC AND TECHNICAL FIELDS (I.E. AEROSPACE)

COMPUTERLAND CORP

14400 CATALINA STREET
SAN LEANDRO, CA 94577
☎415-895-9363
☞**EDWARD E. FABER** PRESIDENT
Principal Business: SOFTWARE HOUSE, MAINTENANCE COMPANY
Date Started: 1976
Employees: 60
Annual Sales: $50M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: IBM PC, CROMEMCO I,II,III
Programs Needed: EDUCATIONAL, ENGINEERING/MATH, SCIENTIFIC, LANGUAGE PROCESSORS
Languages: ASSEMBLER, FORTRAN, CROMEMCO C
Operating Systems: MSDOS, CDOS, CROMIX
Microprocessor(s): 8088, Z80A
Documentation Required: NONE
◗**Evaluation Period:** 1 MONTH
Marketing Rights: VARIES
■**Payment Procedure:** VARIES
Comments: WRITE FOR INFORMATION

NOTES

COMPUTERMAXX CORPORATION

1519 CAPITAL CIRCLE N.E.
TALLAHASSEE, FL 32308
☎904-878-4121
☞**KEITH HARRELL**
Principal Business: DISTRIBUTOR
Date Started: 1981
Employees: 21
Annual Sales: $10M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY, DEMO DISKETTE
Hardware Preference: ALTOS
Programs Needed: FINANCIAL, MANUFACTURING, PROFESSIONAL
Languages: FORTRAN, MBASIC, PL/1
Operating Systems: CP/M-80, CP/M-86, MP/M
Microprocessor(s): 8086, 8088
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 2-3 WEEKS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT OF 55-70% OFF LIST
Comments: SEEKING SOFTWARE FOR PHARMACEUTICAL, MEDICAL, LEGAL, INSURANCE, GOVERNMENT

COMPUTERS PLUS INC.

3430 DODGE INN PLAZA
DUBUQUE, IA 52001
☎319-556-6150
☞**GERALD A KEMP** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1981
Employees: 8
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, COMMODORE
Programs Needed: ACCOUNTING, BANKING, EDUCATION, SCIENTIFIC, MEDICAL
Languages: PASCAL
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 6809
Documentation Required: PARTIAL
◗**Evaluation Period:** 4 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: QUALITY BUSINESS PROGRAMS

COMPUTERS/PERIPHERALS/ SOFTWARE

1451 MILLARD STREET
BETHLEHEM, PA 18016
☎215-866-2080
☞**IRA LOPATIN**
Principal Business: DISTRIBUTOR
Date Started: 1981
Employees: 10
Annual Sales: $300K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY, ENTIRE READY FOR SALE PACKAGE
Hardware Preference: APPLE, IBM PC
Programs Needed: FINANCIAL, GRAPHICS, BUSINESS
Languages: APPLESOFT, BASIC, FORTRAN
Operating Systems: CP/M-80, MP/M
Microprocessor(s): 6502, 8080, 8088
Documentation Required: NONE
◗**Evaluation Period:** 4-6 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** PURCHASE AT DISCOUNT OF 50-70% OFF LIST
Comments: LOOKING FOR BUSINESS PROGRAMS

COMPUTERWARE

4403 MANCHESTER AVE
SUITE 102
ENCINITAS, CA 92024
☎714-436-3512
☞**SUE SEARBY** DIR. OF MARKETING
Principal Business: PUBLISHER, HARDWARE VENDOR
Date Started: 1976
Employees: 10
Annual Sales: $1.5M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SEND COMPLETE PROGRAM
Hardware Preference: COMMODORE, RADIO SHACK
Programs Needed: GAMES, ASSEMBLY LANGUAGE PROGRAMS
Languages: ASSEMBLER, BASIC, PASCAL
Operating Systems: CP/M-80, UCSD PASCAL
Microprocessor(s): 6809
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 1-2 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES, 20% PAID QUARTERLY
Comments: WRITE FOR INFORMATION

CONCEPTUAL SYSTEMS INC.

12281 NICOLLET AVE. SOUTH
BURNSVILLE, MN 55337
☎612-894-3470
☞**CRAIG S. JELINEK** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1977
Employees: 4
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: CP/M COMPATIBLE
Programs Needed: ACCOUNTING, DATA MANAGEMENT, LEGAL
Languages: COBOL, FORTRAN
Operating Systems: CP/M-80, CP/M-86
Microprocessor(s): CP/M COMPATIBLE
Documentation Required: PARTIAL
◗**Evaluation Period:** 2-4 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: PROVIDES PROGRAMMING ON CONTRACTUAL BASIS FOR SYSTEMS DEVELOPMENT

CONDUIT

PO BOX 388
IOWA CITY, IA 52244
☎319-353-5789
☞**JAMES W. JOHNSON** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1971
Employees: 9
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, ATARI, COMMODORE, RADIO SHACK
Programs Needed: EDUCATIONAL
Languages: APPLESOFT, PASCAL
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8080, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: SELLS INSTRUCTIONAL MATERIALS REVIEWED BY EDUCATORS, WELL DOCUMENTED, PROGRAMMED FOR EASE OF TRANSFER AND KEPT UP-TO DATE

CONNECTICUT INFORMATION SYSTEM

218 HUNTINGTON ROAD
BRIDGEPORT, CT 06608
☎203-579-0472
☞**HOWARD H. ROTHMAN** PRESIDENT
Principal Business: SOFTWARE HOUSE, CONSULTANTS
Date Started: 1978
Employees: 2
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE
Programs Needed: ADVERTISING, MATHEMATICS & STATISTICS
Languages: APPLESOFT, PASCAL
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502
Documentation Required: PARTIAL
◗**Evaluation Period:** 1 MONTH
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: SEEKS BUSINESS GRAPHICS SOFTWARE

CONSOLIDATED COMPUTER GROUP

PO BOX 5246
TACOMA, WA 98405
☎206-272-6993
☞**ROCK BOARDMAN**
Principal Business: SOFTWARE HOUSE, OEM
Date Started: 1978
Employees: 5
Annual Sales: $250K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY, ENTIRE READY FOR SALE PACKAGE
Hardware Preference: ALTOS, NORTHSTAR, VECTOR GRAPHICS
Programs Needed: FINANCIAL, MANUFACTURING, SYSTEMS PROGRAMS
Languages: COBOL, FORTRAN
Operating Systems: CP/M-80, OASIS, MP/M
Microprocessor(s): 8080, 8088, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 1-2 WEEKS
Marketing Rights: EXCLUSIVE FOR SPECIFIC MARKETS
■**Payment Procedure:** PURCHASE AT DISCOUNT OF 60-80% OFF LIST
Comments: LOOKING FOR BUSINESS PROGRAMS

CONTEXT MANAGEMENT SYSTEMS

23868 HAWTHORNE BLVD.
SUITE 101
TORRANCE, CA 90505
☎213-378-8277
☞**G.H. HOCXIE** SOFTWARE HOUSE
Principal Business: 1980
Date Started: 1980
Employees: 17
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY WITH CREDITS AND RESUME
Hardware Preference: APPLE, IBM PC, RADIO SHACK
Programs Needed: COMMUNICATIONS, UTILITIES, DATA MANAGEMENT
Languages: MBASIC, COBOL, PASCAL
Operating Systems: APPLEDOS, CP/M-80, TRSDOS
Microprocessor(s): 6502, 8080, 8088
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 1 WEEK
Marketing Rights: BUYS ALL RIGHTS
■**Payment Procedure:** NEGOTIABLE
Comments: SEEKS MANAGERIAL PROGRAMS FOR BUSINESS

CONTINENTAL MERCHANDISERS INC.

1821 UNIVERSITY AVENUE
SUITE LL-25
ST. PAUL, MN 55104
☎612-645-6441
☞**MICHAEL KRONSTEDT** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1965
Employees: 10
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: RESUME
Hardware Preference: ATARI 400/800
Programs Needed: EDUCATIONAL, DATA MANAGEMENT, MATHEMATICS/STATISTICS
Languages: BASIC, MBASIC, MACHINE
Operating Systems: CP/M-80, CP/M-86
Microprocessor(s): 6502
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: SPECIALIZES IN EDUCATIONAL GAMES

CONTINENTAL SOFTWARE INC.

12101 JEFFERSON BLVD
CULVER CITY, CA 90230
☎213-371-5612
☞**JAMES D. SADLIER** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1980
Employees: 10
Annual Sales: $4.9M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, APPLE II,IIPLUS
Programs Needed: ACCOUNTING, GAMES
Languages: APPLESOFT, ASSEMBLER
Operating Systems: APPLEDOS
Microprocessor(s): 6502
Documentation Required: PARTIAL
◗**Evaluation Period:** 4 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: QUALITY, CREATIVITY AND GOOD GRAPHICS

CONTRACT SERVICES ASSOCIATES

706 SOUTH EUCLID
ANAHEIM, CA 92802
☎714-635-4055
☞**PEGGY A BIVINS** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1964
Employees: 10
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK
Programs Needed: ACCOUNTING
Languages: BASIC, COBOL, FORTRAN
Operating Systems: TRSDOS, CP/M-80
Microprocessor(s): 8080, 8085, Z-80
Documentation Required: PARTIAL
◗**Evaluation Period:** 6 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: SEEKS INCOME TAX RELATED SOFTWARE

CORTEX SYSTEMS LTD.

4 NOTRE DAME EAST
SUITE 904
MONTREAL, QUEBEC H2Y1B8
☎514-871-9605
☞**HENRY R. NICKERSON** PRESIDENT
Principal Business: HARDWARE MANUFACTURER, DESIGNER
Date Started: 1976
Employees: 6
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, COMMODORE, IBM PC
Programs Needed: MEDICAL, HEALTH CARE
Languages: APPLESOFT, BASIC, PASCAL
Operating Systems: APPLEDOS, CP/M-80, TRSDOS
Microprocessor(s): 6502, 8087, 8088
Documentation Required: PARTIAL
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: PRIMARY CUSTOMERS ARE HEALTH PROFESSIONALS AND CLINICS.

CPAIDS

1640 FRANKLIN AVENUE
KENT, OH 44240
☎216-678-9015
☞**ANDREW H. ROSENBERG** PRESIDENT
Principal Business: PUBLISHER
Date Started: 1977
Employees: 5
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK, TEXAS INSTRUMENTS, NORTH STAR HORIZON, CROMEMCO I,II,III
Programs Needed: ACCOUNTING, TAX, PAYROLL
Languages: MBASIC, PASCAL
Operating Systems: TRSDOS, UCSD PASCAL
Microprocessor(s): 8085, Z-80, TI9900
Documentation Required: COMPLETE
◗**Evaluation Period:** 1 MONTH
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** NEGOTIABLE
Comments: NO GAMES

CREATIVE COMPUTING SOFTWARE

39 E HANOVER AVE
MORRIS PLAINS, NJ 07950
☎201-540-0445
☞**BILL ROGOLSKY**
Principal Business: DISTRIBUTOR, PUBLISHER
Date Started: 1975
Employees: 60
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SEND COMPLETE PROGRAM
Hardware Preference: APPLE, IBM PC, COMMODORE
Programs Needed: EDUCATIONAL, STOCK/OPTIONS ANALYSIS
Languages: APPLESOFT, ASSEMBLER, BASIC, PASCAL
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
Programming Assistance: YES
Evaluation Period: 6 WEEKS
Marketing Rights: NEGOTIABLE
Payment Procedure: ROYALTIES, 8-15% OFF RETAIL PRICE
Comments: PREFER DISK EVEN FOR PROGRAMS THAT WILL BE PUBLISHED ON TAPE - INCLUDE RETURN POSTAGE.

CUADRA ASSOCIATES INC

1523 SIXTH ST
STE 12
SANTA MONICA, CA 90401
☎213-451-0644
☞**CARLOS A. CAUDRA** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1978
Employees: 10
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: PROPOSAL
Hardware Preference: ALPHA MICRO AM-100, AM-100/T
Programs Needed: DATA MANAGEMENT
Languages: ASSEMBLER, COBOL, FORTRAN, "C"
Operating Systems: CP/M-80, MP/M, AMOS/L
Documentation Required: PARTIAL
Evaluation Period: 3 WEEKS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: PRODUCT LINE STAR FOR ON-LINE DATABASE DEVELOPMENT AND RETRIEVAL

CUSTOM TAILORED SOFTWARE INC.

55 WASHINGTON STREET
EAST ORANGE, NJ 07109
☎201-678-7500
☞**RICHARD B. AVERBACH** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER, DEVELOPER
Date Started: 1979
Employees: 8
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: SEND PROPOSAL
Hardware Preference: RADIO SHACK
Programs Needed: SMALL BUSINESS
Languages: BASIC, MBASIC
Operating Systems: TRSDOS
Microprocessor(s): 6502, Z-80
Documentation Required: PARTIAL
Programming Assistance: YES
Evaluation Period: 3 WEEKS
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: CUSTOM TAILORED SOFTWARE FOR ALL SMALL BUSINESS

CYBERAN SOFTWARE INC.

9730 TOWN PARK DR.
SUITE 109
HOUSTON, TX 77036
☎713-271-9290
☞**HAROLD A HILDEBRAND** PRESIDENT
Principal Business: DISTRIBUTOR, SYSTEMS VENDOR, MAINTENANCE
Date Started: 1981
Employees: 3
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: ANY COMPATIBLE WITH CP/M
Programs Needed: ACCOUNTING, CONSTRUCTION, SCIENTIFIC
Languages: APPLESOFT, MBASIC, PASCAL
Operating Systems: CP/M-80, CP/M-86
Microprocessor(s): ANY CP/M COMPATIBLE
Documentation Required: NONE
Programming Assistance: YES
Evaluation Period: 2 WEEKS
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: WRITE FOR INFORMATION

CYBERIA INC.

2330 LINCOLN WAY
AMES, IA 50010
☎515-292-7634
☞**KENNETH G. MCCONNELL** PRESIDENT
Principal Business: SOFTWARE HOUSE, CONSULTANT, SERVICE CO.
Date Started: 1979
Employees: 10
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: SEND PROPOSAL
Hardware Preference: APPLE, IBM PC, COMMODORE, EPSON
Programs Needed: AGRICULTURE, CONSTRUCTION, GAMES, EDUCATIONAL
Languages: APPLESOFT, ASSEMBLER, MBASIC, PASCAL
Operating Systems: APPLEDOS, CP/M-80, CP/M-86
Microprocessor(s): 6502, 8088, 8086
Documentation Required: COMPLETE
Evaluation Period: 1 MONTH
Marketing Rights: NEGOTIABLE
Payment Procedure: ROYALTY
Comments: MUST BE WELL WRITTEN, WELL DESIGNED AND DOCUMENTED

CYBERNETICS

3041 NEWMAN AVE
NO. 208
HUNTINGTON BCH, CA 92647
☞**JOE E. SHELDON**
Principal Business: SOFTWARE HOUSE
Date Started: 1974
Employees: 5
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, COMMODORE
Programs Needed: DATA PROCESSING, VERTICAL MARKETS, UTILITIES
Languages: COBOL
Operating Systems: CP/M-80, OASIS, UNIX
Microprocessor(s): 8080, 8088
Documentation Required: PARTIAL
Programming Assistance: YES
Evaluation Period: 6 MONTHS
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: LOOKING FOR BUSINESS APPLICATIONS

CYBERTEC INC.

367 BIRD ROCK AVENUE
LA JOLLA, CA 92037
☎714-459-2797
☞**KENNETH LOCK, PH.D.** PRESIDENT
Principal Business: HARDWARE MANUFACTURER, SOFTWARE DEV.
Date Started: 1978
Employees: 12
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, *COMMODORE*
Programs Needed: ACCOUNTING, MANUFACTURING, MEDICAL
Languages: APPLESOFT, FORTRAN, PASCAL
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): ALPHA
Documentation Required: PARTIAL
Evaluation Period: 2 WEEKS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: CALL FOR MORE INFORMATION

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SOFTWARE WRITERS INTERNATIONAL GUILD

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(3) Financial planning

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Stony Point, New York 10980
(914) 354-5585

D

Notes

D.B. SOFTWARE CO.

3335 SOUTHEAST 164
PORTLAND, OR 97236
☎503-761-5571
☞**DANIEL ALAN BOOTH** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1980
Employees: 2
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SEND PROPOSAL
Hardware Preference: IBM PC, RADIO SHACK
Programs Needed: CONSTRUCTION, FINANCIAL, PAYROLL
Languages: COBOL, MBASIC, PASCAL
Operating Systems: CP/M-80, TRSDOS
Microprocessor(s): 8080, 8088, Z80A
Documentation Required: NONE
◗**Evaluation Period:** 1 WEEK
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** ROYALTIES
Comments: WRITE FOR INFORMATION

D.D.S. INC

532 OLD ANNAPOLIS ROAD
SEVERNA PARK, MD 21146
☎301-792-0790
☞**DR. D. DEAN SABINS** PRESIDENT
Principal Business: DISTRIBUTOR
Date Started: 1979
Employees: 6
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: PROPOSAL
Hardware Preference: ANY CP/M COMPATIBLE
Programs Needed: DENTAL, MEDICAL, HEALTH
Languages: COBOL, MBASIC, PASCAL
Operating Systems: CP/M
Microprocessor(s): ANY CP/M COMPATIBLE
Documentation Required: PARTIAL
◗**Evaluation Period:** 5 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: SPECIALIZES IN DEVELOPING DENTAL OFFICE SOFTWARE, CUSTOM TAILORED

D.G.A. ELECTRONICS LTD

53 LAIRD DRIVE
TORONTO, ONTARIO M4G3T4
☎416-422-1036
☞**DOUGLAS ATKINSON** PRESIDENT
Principal Business: HARDWARE MANUFACTURER, DISTRIBUTOR
Date Started: 1977
Employees: 2
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: NORTHSTAR HORIZON
Programs Needed: ACCOUNTING, TEXT EDITING
Languages: BASIC, PASCAL
Operating Systems: CP/M-80, HDOS
Microprocessor(s): 6802
Documentation Required: PARTIAL
◗**Evaluation Period:** 6 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: BUSINESS APPLICATIONS

DART C.P. SERVICES LIMITED

101 BENSHIRE DRIVE
SCARBOROUGH, ONTARIO MIH1M6
☎416-438-2049
☞**G.E. HOLMAN** PRESIDENT
Principal Business: SOFTWARE HOUSE, DISTRIBUTOR
Date Started: 1975
Employees: 3
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: ONYX C8001, C5001
Programs Needed: ACCOUNTING, BANKING, FINANCIAL, INSURANCE
Languages: COBOL, FORTRAN
Operating Systems: MP/M
Microprocessor(s): Z-8000
Documentation Required: NONE
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: WRITE FOR INFORMATION

DATA ACCESS CORPORATION

4221 PONCE DELEON BLVD
CORAL GABLES, FL 33146
☎305-446-0669
☞**CHARLES L. CASANAVE, JR.** PRESIDENT
Principal Business: DISTRIBUTOR, SOFTWARE HOUSE
Date Started: 1977
Employees: 3
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Information Kit Available: YES
Submission Procedure: QUERY
Hardware Preference: TEXAS INSTRUMENTS
Programs Needed: ACCOUNTING, DATA MANAGEMENT
Languages: PASCAL
Operating Systems: CP/M-80, MSDOS
Microprocessor(s): 6800, 8080, 8085
Documentation Required: COMPLETE
Programming Assistance: YES
Evaluation Period: 2 WEEKS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: SEEKS APPLICATION PROGRAMS WRITTEN WITH DATAFLEXI.

DATA AUTOMATION SERVICES INTL

423 NORTHWEST 10TH AVE
GAINSVILLE, FL 32601
☎904-372-2367
☞**DAVID A. SCHAFER** PRESIDENT
Principal Business: SOFTWARE HOUSE, DISTRIBUTOR
Date Started: 1979
Employees: 7
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK
Programs Needed: ACCOUNTING, DATA MANAGEMENT, MANUFACTURING
Languages: MBASIC, TRANSLATION TO COBOL IN PROGRESS
Operating Systems: CP/M-80, TRSDOS
Microprocessor(s): 8080
Documentation Required: PARTIAL
Evaluation Period: 2 MONTHS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: BUSINESS ONLY

DATA GENERAL CORPORATION

15 TURNPIKE ROAD
WESTBORO, MA 01581
☎617-366-8911
☞**EDSON D. DECASTRO** PRESIDENT
Principal Business: HARDWARE MANUFACTURER, DISTRIBUTOR
Date Started: 1968
Employees: 9000
Annual Sales: $50M
Mainframe: NO **Mini:** YES **Micro** NO
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: NOVA, ECLIPSE, CS LINES
Programs Needed: ALL TYPES
Languages: COBOL, FORTRAN
Operating Systems: AOS/VS, UNIX
Documentation Required: SOURCE REQUIRED
Evaluation Period: 6 WEEKS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: WRITE FOR INFORMATION

DATA RESOURCES

500 EVANS LANE
DAYTON, OH 45459
☎513-434-2922
☞**JEROME I. SHERMAN** PRESIDENT
Principal Business: SOFTWARE HOUSE, DISTRIBUTOR
Date Started: 1979
Employees: 5
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK
Programs Needed: DATA MANAGEMENT, COMPUTER MANAGEMENT AIDS
Languages: BASIC, COBOL, FORTH
Operating Systems: TRSDOS, CP/M PLUS
Microprocessor(s): 8080, Z-80
Documentation Required: PARTIAL
Evaluation Period: 2 WEEKS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: WRITE FOR INFORMATION

DATALEX COMPANY (THE)

650 5TH STREET
NO. 406
SAN FRANCISCO, CA 94107
☎415-541-0780
☞**CAROLYN J. MORRIS**
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1981
Employees: 6
Annual Sales: $600K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Information Kit Available: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, IBM PC, TEXAS INSTRUMENTS
Programs Needed: DATA MANAGEMENT, MANUFACTURING
Languages: APPLESOFT, MBASIC, PASCAL
Operating Systems: AOS, UCSD PASCAL
Microprocessor(s): 6502, 6800, 6809, 8080
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: EDUCATIONAL PROGRAMS SHOULD BE WELL DOCUMENTED.

DATALOGIC INC

2806 EAST 50TH STREET
CHATTANOGA, TN 37407
☎615-867-1880
☞**CARL BURDICK**
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1977
Employees: 32
Annual Sales: $2.9M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: IBM PC, WANG 2200, NCR 1-9010
Programs Needed: ACCOUNTING, MANUFACTURING, GOVERNMENT
Languages: BASIC, COBOL, MBASIC
Operating Systems: CP/M-80, MSDOS
Microprocessor(s): 8086
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** VARIES
Comments: SPECIALIZES IN GOVERNMENT & INDUSTRY

DATAMOST

9748 COZYCROFT ST
CHATSWORTH, CA 91311
☎213-709-1202
☞**RON KELLY** VICE PRES.
Principal Business: PUBLISHER
Date Started: 1973
Employees: 20
Annual Sales: $1M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, COMMODORE, IBM PC
Programs Needed: BUSINESS, GAMES
Languages: APPLESOFT, ASSEMBLER, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8080, 8088
Documentation Required: PARTIAL
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** ROYALTIES, 25% OF NET
Comments: LOOKING FOR BUSINESS PROGRAMS

DATASOFT

9421 WINNETKA AVE
CHATSWORTH, CA 91311
☎213-701-5161
☞**SOFTWARE ACQUISITION MGR**
Principal Business: SOFTWARE HOUSE, PUBLISHER
Date Started: 1980
Employees: 22
Annual Sales: $1M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY, SEND PROGRAM REGISTERED MAIL
Hardware Preference: APPLE, ATARI
Programs Needed: EDUCATIONAL, HOME ENTERTAINMENT
Languages: APPLESOFT, ASSEMBLER, BASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502
Documentation Required: NONE
Programming Assistance: YES
◗**Evaluation Period:** 4 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES, 10-15% ON WHOLESALE PRICE
Comments: CONTRACT REQUIRED BEFORE EVALUATION.

DATRONICS SYSTEMS INC

1729 NO. CENTRAL EXPWY
PLANO, TX 75075
☎214-422-7711
☞**JAMES E. SHELDON**
Principal Business: SOFTWARE HOUSE
Date Started: 1973
Employees: 10
Annual Sales: $600K
Mainframe: NO **Mini:** YES **Micro** NO
Publisher: YES **Distributor:** YES
Submission Procedure: PROPOSAL
Hardware Preference: IBM S/34, S/38
Programs Needed: BUSINESS, FINANCIAL, PROFESSIONAL
Languages: BASIC, COBOL, FORTRAN
Operating Systems: CPF, VSE
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** ROYALTIES
Comments: ONLY IBM SERIES I

DE RUE INC

PO BOX 4
DUMONT, NJ 07628
☎201-384-3159
☞**EDWARD E. VOGEL**
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1960
Employees: 6
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK II
Programs Needed: ACCOUNTING, INSURANCE
Languages: BASIC, COBOL, PASCAL
Operating Systems: CP/M-80, MP/M, TRSDOS
Microprocessor(s): 6800, 6809, 8080
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: VARIES
■**Payment Procedure:** VARIES
Comments: BUSINESS APPLICATION ONLY.

DAVIDSON SOFTWARE SYSTEMS

PO BOX 21002
LANSING, MI 48909
☎517-332-5989
☞**RICHARD E. DAVIDSON** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1980
Employees: 2
Annual Sales: $200K
Mainframe: NO **Mini:** YES **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: IBM S/34, S38
Programs Needed: ACCOUNTING, UTILITIES
Languages: COBOL, FORTRAN, PASCAL
Operating Systems: UNIFLEX, VSE
Microprocessor(s): 8088
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** ROYALTIES
Comments: SPECIALIZE IN CUSTOM SOFTWARE

DEDICATED SYSTEMS CORPORATIONS

2440 EAST COMMERCIAL BLVD
SUITE 4
FORT LAUDERDALE, FL 33308
☎305-491-1530
☞**JOHN SCHROY**
Principal Business: DISTRIBUTOR
Date Started: 1979
Employees: 7
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: ENTIRE READY FOR SALE PACKAGE
Hardware Preference: ANY TYPE
Programs Needed: FINANCIAL, MANUFACTURING, SCIENTIFIC
Languages: BASIC, CBASIC, PASCAL
Operating Systems: CP/M-80, MP/M
Microprocessor(s): CP/M COMPATIBLE
Documentation Required: PARTIAL
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT OF 50-60% OFF LIST
Comments: NO GAMES

DELPHIC SYSTEMS

2260 COMPTON AVE
ST. LOUIS, MO 63104
☎314-773-6753
☞**JACK G. BADER**
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1979
Employees: 4
Annual Sales: $180K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: VARIOUS
Programs Needed: ACCOUNTING, DATA MANAGEMENT
Languages: ASSEMBLER, BASIC, PASCAL
Operating Systems: CP/M-80
Microprocessor(s): Z-80
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: LOOKING FOR BUSINESS PROGRAMS

DELTA COMPUTERS INC

3844 INDEPENDENCE DRIVE
ALEXANDRIA, LA 71301
☎318-442-0217
☞**ANTHONY C. DINICOLA**
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1977
Employees: 9
Annual Sales: $650K
Mainframe: NO **Mini:** NO **Micro** YES
Submission Procedure: RESUME
Hardware Preference: APPLE II,
Programs Needed: ACCOUNTING, DATA MANAGEMENT, EDUCATIONAL
Languages: ASSEMBLER, BASIC, PASCAL
Operating Systems: APPLEDOS, CP/M-80, UCSD PASCAL
Microprocessor(s): 6502, 8085, Z-80
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** 4 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** VARIES
Comments: WRITE FOR INFORMATION.

DELTA DATA SYSTEMS INC

361 PARKWAY DRIVE
POCATELLO, ID 83201
☎208-232-1070
☞**DENNIS STEPHENSON** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1975
Employees: 5
Annual Sales: $190K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: NORTHSTAR HORIZON
Programs Needed: ACCOUNTING, MANAGEMENT SCIENCES, PAYROLL
Languages: ASSEMBLER, BASIC, PASCAL
Operating Systems: CP/M-80
Microprocessor(s): Z-80
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Subsidies Available: YES
Comments: WRITE FOR INFORMATION

DENTON THOMAS

747 HYDE PARK ROAD
LONDON, ONTARIO N6H353
☎591-473-5278
☞**WM. DENNIS DENTON** PRESIDENT
Principal Business: DESIGNER & DEVELOPER
Date Started: 1981
Employees: 2
Annual Sales: $190K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: *RADIO SHACK II*
Programs Needed: ACCOUNTING
Languages: BASIC, COBOL
Operating Systems: CP/M-80, TRSDOS
Microprocessor(s): Z-80
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: VARIES
■**Payment Procedure:** VARIES
Comments: SEEKING BUSINESS APPLICATIONS

DIGICOMP RESEARCH CORPORATION

TOWER BUILDING
TERRACE HILL
ITHACA, NY 14850
☎607-273-5900
☞**JEFFREY COX**
Principal Business: HARDWARE MANUFACTURER, DISTRIBUTOR
Date Started: 1975
Employees: 26
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY, ENTIRE READY FOR SALE PACKAGE
Hardware Preference: THOSE COMPATIBLE WITH ZILOG, INTEL 8080/8085
Programs Needed: SYSTEMS PROGRAMS
Languages: PASCAL
Operating Systems: CP/M-80, MP/M
Microprocessor(s): 8080, 8085, Z-80
Documentation Required: PARTIAL
Evaluation Period: 1-2 MONTHS
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: PURCHASE AT DISCOUNT, ROYALTIES
Comments: WRITE FOR INFORMATION

DIGITAL MARKETING

2670 CHERRY LANE
WALNUT CREEK, CA 94596
☎415-938-2880
☞**DONALD FILER** VP OF MARKETING
Principal Business: DISTRIBUTOR
Date Started: 1978
Employees: 15
Annual Sales: $1.5M
Mainframe: NO **Mini:** YES **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: RESUME, SEND COMPLETE PROGRAM
Hardware Preference: DIGITAL
Programs Needed: BUSINESS, EDUCATIONAL, ENTERTAINMENT
Languages: ASSEMBLER, CBASIC, PASCAL
Operating Systems: CP/M-80, MSDOS, CP/M86
Microprocessor(s): 8088, Z-80, LSI-II
Documentation Required: COMPLETE
Programming Assistance: YES
Evaluation Period: 1 MONTH
Marketing Rights: NEGOTIABLE
Payment Procedure: ROYALTIES
Comments: SUBMIT GOOD QUALITY, PROFESSIONAL, GRAPHIC APPLICATIONS.

Notes

DISCOUNT SOFTWARE

10150 WEST JEFFERSON BLVD
CULVER CITY, CA 90230
☎213-837-5141
☞**MICHAEL HAMRA**
Principal Business: DISTRIBUTOR
Date Started: 1979
Employees: 20
Annual Sales: $1.5M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: WORKING PROGRAM, SOME DOCUMENTATION
Hardware Preference: APPLE, IBM PC
Programs Needed: FINANCIAL, EDUCATIONAL, HOME / PERSONAL
Languages: APPLESOFT, COBOL, MBASIC
Operating Systems: CP/M-80, MDOS, MP/M
Microprocessor(s): 6502, 8088
Documentation Required: PARTIAL
Evaluation Period: 2 MONTHS
Marketing Rights: VARIES
Payment Procedure: ROYALTIES AVERAGING 40% RETAIL
Comments: PROFESSIONAL, USER FRIENDLY, ERROR-TRAPPED

DIV. OF ATV RESEARCH IMAGE-21

1303 BROADWAY
DAKOTA CITY, NE 68731
☎402-987-3771
☞**N.H. SHADBOLT** PRESIDENT
Principal Business: PUBLISHER
Date Started: 1977
Employees: 5
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: SEND PROGRAM
Hardware Preference: APPLE
Programs Needed: EDUCATIONAL, GAMES, GRAPHICS
Languages: APPLESOFT, BASIC
Operating Systems: APPLEDOS
Microprocessor(s): 6502
Documentation Required: COMPLETE
Evaluation Period: 1 MONTH
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: SEND NO. 10 SASE WITH 20 CENTS FOR GUIDELINES

DOCUTEL/OLIVETTI

155 WHITE PLAINS ROAD
TARRYTOWN, NY 10591
☎914-631-8100
☞**D.D. WARREN**
Principal Business: HARDWARE MANUFACTURER, DISTRIBUTOR
Date Started: 1982
Employees: 1600
Annual Sales: $50M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY, ENTIRE READY FOR SALE PACKAGE
Hardware Preference: OLIVETTI M-20
Programs Needed: FINANCIAL, EDUCATIONAL, GAMES, PROFESSIONAL
Languages: OLIVETTI PCOS
Operating Systems: CP/M-80, MDOS, MP/M
Microprocessor(s): 8088, Z-8000
Documentation Required: NONE
Evaluation Period: 1 WEEK
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: PURCHASE AT DISCOUNT OF 30-70% OFF LIST, ROYALTIES
Comments: HOME & ENTERTAINMENT SHOULD HAVE GOOD GRAPHICS, BUSINESS AND SCIENTIFIC WELL DOCUMENTED.

DR. DALEY'S SOFTWARE

WATER STREET
DARBY, MT 59826
☎406-821-3924
☞**R. DALEY, PHD** PRESIDENT
Principal Business: PUBLISHER
Date Started: 1976
Employees: 5
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, ATARI, COMMODORE
Programs Needed: BUSINESS, UTILITIES
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502
Documentation Required: COMPLETE
Programming Assistance: YES
Evaluation Period: 2 MONTHS
Marketing Rights: NEGOTIABLE
Payment Procedure: ROYALTIES
Comments: WRITE FIRST

DURANGO SYSTEMS

3003 N. FIRST ST.
SAN JOSE, CA 95134
☎408-946-5000
☞**ANGELA LUX**
Principal Business: HARDWARE MANUFACTURER, OEM, PUBLISHER
Date Started: 1978
Employees: 140
Annual Sales: $4M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: DURANGO
Programs Needed: VERTICAL APPLICATIONS FOR BUSINESS
Languages: COBOL, FORTRAN, STAR BASIC
Operating Systems: CP/M-80, DURANGO D85M, UNIX OR DXU
Microprocessor(s): 8085
Documentation Required: COMPLETE
Programming Assistance: YES
Evaluation Period: 2 MONTHS
Marketing Rights: NEGOTIABLE
Payment Procedure: ROYALTIES OR OUTRIGHT PURCHASE
Comments: INTERESTED IN TOTAL APPLICATION SYSTEMS

DYMAX SYSTEMS INC

157 BROAD STREET
RED BANK, NJ 07701
☎201-747-8400
☞**RALPH BARNHART** PRESIDENT
Principal Business: DESIGNER & DEVELOPER
Date Started: 1978
Employees: 11
Annual Sales: $2.5M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: TEXAS INSTRUMENT DS990
Programs Needed: AQS
Languages: BASIC, COBOL, PASCAL
Operating Systems: CP/M-80, USCD/PASCAL
Microprocessor(s): Z-80
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
Evaluation Period: 3 WEEKS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Subsidies Available: YES
Comments: WRITE FOR INFORMATION

DYNACOMP INC

1427 MONROE AVE
ROCHESTER, NY 14618
☎716-442-8960
☞**ARTHUR WALSH** MARKETING DIRECTOR
Principal Business: SOFTWARE HOUSE
Date Started: 1979
Employees: 10
Annual Sales: $300K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, COMMODORE, RADIO SHACK
Programs Needed: ANY TYPE
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: APPLEDOS, CP/M-80, TRSDOS
Microprocessor(s): 6502, 8080, 280A
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 4 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES, 10-20% OF GROSS
Comments: QUALITY, WELL WRITTEN DOCUMENTATION

DYNALOGIC CORP

141 BENTLEY AVE
OTTAWA, ONTARIO K2E6T7
☎613-226-1383
☞**SOFTWARE ACQUISITION MGR**
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1973
Employees: 25
Annual Sales: $2.5M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: VARIOUS
Programs Needed: ALL BUSINESS
Languages: C LANGUAGE
Operating Systems: UNIX (DYNAMO)
Microprocessor(s): 6800, 8080, 8085, Z-80
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Subsidies Available: YES
Comments: SEEKS BUSINESS APPLICATIONS ONLY

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Pomona, New York 10970

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PHONE #: _____

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E

E. B. GARCIA JR. & ASSOC.

203 NORTH WABASH
CHICAGO, IL 60601
☎312-782-9750
☞**EMMANUEL B. GARCIA JR.** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1978
Employees: 6
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK
Programs Needed: PENSION PLAN
Languages: ASSEMBLER, BASIC
Operating Systems: CP/M-80, TRSDOS
Microprocessor(s): Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** VARIES
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: DEVELOP CUSTOMIZED PROGRAMS

EAGLE COMPUTER INC

983 UNIVERSITY AVE
LOS GATOS, CA 95030
☎408-395-5005
☞**CHUCK FOWLER** VICE PRES. OF MARKETING
Principal Business: HARDWARE MANUFACTURER, DISTRIBUTOR
Date Started: 1981
Employees: 200
Annual Sales: $30M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY, ENTIRE READY FOR SALE PACKAGE
Hardware Preference: EAGLE II, III, IV
Programs Needed: FINANCIAL, BUSINESS, PROFESSIONAL
Languages: CBASIC, OS
Operating Systems: CP/M-80, MP/M
Microprocessor(s): 8088
Documentation Required: COMPLETE
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT, ROYALTIES
Comments: WRITE FOR INFORMATION

EAGLE SOFTWARE PUBLISHING INC

933 OLD EAGLE SCHOOL RD
THE WOODS, SUITE 409
WAYNE, PA 19087
☎215-964-8660
☞**JOAN M. LUCKER**
Principal Business: PUBLISHER
Date Started: 1981
Employees: 12
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, IBM PC, OSBORNE
Programs Needed: ACCOUNTING, FINANCIAL, GENERAL BUSINESS
Languages: APPLESOFT, MBASIC
Operating Systems: APPLEDOS, CP/M-80, PCDOS
Microprocessor(s): 6502, 8086, 8088, Z-80
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES, 10-20% ON WHOLESALE PRICE
Comments: MARKETS NATIONWIDE, ALSO OFFERS PRODUCTS TO MANUFACTURERS ON PRIVATE LABEL

EASTERN SOFTWARE DIST. INC.

17 COMMERCE STREET
BALTIMORE, MD 21202
☎800-638-7563
☞**THOMAS JACKSON** SOFTWARE ACQUISITION MANAGER
Principal Business: DISTRIBUTOR
Date Started: 1981
Employees: 12
Annual Sales: $450K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: ENTIRE READY-FOR-SALE PACKAGE
Hardware Preference: APPLE, ATARI, IBM PC
Programs Needed: EDUCATIONAL, GAMES, HOME / PERSONAL, BUSINESS
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: APPLEDOS, CP/M-80, PCDOS, MP/M
Microprocessor(s): 6502, 8088
Documentation Required: COMPLETE
◗**Evaluation Period:** 3 MONTHS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT 55-65% OFF LIST CONSIGNMENT
Comments: WRITE FOR ADDITIONAL INFORMATION

ECOM ASSOC. INC.

8634 WEST BROWN DEER ROAD
MILWAUKEE, WI 53224
☎414-354-0243
☞**GARY KOSER** PRESIDENT
Principal Business: SOFTWARE HOUSE, OEM
Date Started: 1973
Employees: 9
Annual Sales: $2M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: IBM PC, APPLE, RADIO SHACK, WANG
Programs Needed: SCIENTIFIC, PROFESSIONAL
Languages: APPLESOFT, MBASIC
Operating Systems: APPLEDOS, CP/M-80, MP/M,
Microprocessor(s): 8088
Documentation Required: COMPLETE
◗**Evaluation Period:** 3 MONTHS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT 10-40% OFF LIST
Comments: SEEKING PROGRAMS FOR STRUCTURAL ENGINEERING COMPANIES

EDU-WARE SERVICES INC.

PO BOX 22222 - 28035
DOROTHY DRIVE STE. 200
AGOURA, CA 91301
☎213-706-0661
☞**SANDY BLUMSTROM** DIV. OF RESEARCH & DEVELOPMENT
Principal Business: PUBLISHER
Date Started: 1979
Employees: 10
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, IBM PC, COMMODORE, ATARI
Programs Needed: GAMES
Languages: APPLESOFT, BASIC
Operating Systems: APPLEDOS, CP/M-80, PCDOS
Microprocessor(s): 6502, 8088, 6809
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 8 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES % NEGOTIABLE
Comments: SEEKS INSTRUCTIONAL AND ADVENTURE GAMES

EDUCATIONAL ACTIVITIES INC.

PO BOX 392
FREEPORT, NY 11520
☎516-223-4666
☞**AL HARRIS** SOFTWARE ACQUISITION MANAGER
Principal Business: SOFTWARE HOUSE, DESIGNER, DEVELOPER
Date Started: 1963
Employees: 100
Annual Sales: $20M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK, APPLE II, IIe, II PLUS, COMMODORE PET
Programs Needed: EDUCATIONAL
Languages: ASSEMBLER, BASIC, MBASIC, PASCAL
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8088, Z-80, 6800
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** VARIES
Marketing Rights: VARIES
■**Payment Procedure:** VARIES
Subsidies Available: YES
Comments: DEALS IN EDUCATIONAL ONLY

EDUCATIONAL SERVICES MGMT CORP

PO BOX 12599
RESEARCH TRINGL, NC 27709
☎919-781-1500
☞**JERRY K. WARD** SOFTWARE ACQUISITION MGR.
Principal Business: SOFTWARE HOUSE, DESIGNER, DEVELOPER
Date Started: 1979
Employees: 6
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE II, IIe
Programs Needed: EDUCATIONAL
Languages: ASSEMBLER, BASIC, PASCAL
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** 3-6 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** VARIES
Comments: GOOD GRAPHICS, SOUND AND CREATIVITY

EDWARD L. BATES

6010 BENNING DRIVE
HOUSTON, TX 77096
☎713-877-3722
☞**EDWARD L. BATES** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1978
Employees: 1
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK
Programs Needed: MANAGEMENT SCIENCE
Languages: MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 8080, Z-80
Documentation Required: NONE
Evaluation Period: 1 MONTH
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: OFFERS PROGRAMS DESIGNED FOR FAMILY FINANCE

Notes

ELLIAM ASSOC.

24000 BESSEMER ST.
WOODLAND HILLS, CA 91367
☎213-348-4278
☞**WILLIAM D. ROCH** SOFTWARE ACQUISITION MANAGER
Principal Business: SOFTWARE HOUSE, CONSULTANT
Date Started: 1975
Employees: 2
Annual Sales: $100K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: ENTIRE READY FOR SALE PACKAGE
Hardware Preference: IBM PC, APPLE
Programs Needed: FINANCIAL, MANUFACTURING, PROFESSIONAL, BUSINESS
Languages: FORTRAN, MBASIC, PASCAL
Operating Systems: CP/M-80, APPLEDOS, UCSD PASCAL, MP/M
Microprocessor(s): 6502, 8088, 6800
Documentation Required: COMPLETE
Evaluation Period: 1 MONTH
Marketing Rights: EXCLUSIVE
Payment Procedure: PURCHASE AT DISCOUNT 30-60% OFF LIST ROYALTY 25% OF RETAIL
Comments: WRITE FOR MORE INFORMATION

ENCYCLOPEDIA BRITANNICA CORP.

425 NORTH MICHIGAN AVE.
CHICAGO, IL 60611
☎312-347-7400
☞**CAI PRODUCT DEVELOPMENT**
Principal Business: PUBLISHER
Date Started: 1928
Employees: 250
Annual Sales: $20M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, IBM PC, COMMODORE, RADIO SHACK
Programs Needed: EDUCATIONAL
Languages: APPLESOFT, MBASIC, PASCAL
Operating Systems: APPLEDOS, OASIS, UCSD PASCAL
Microprocessor(s): 6502, 8080, 6800, Z-80
Documentation Required: COMPLETE
Evaluation Period: 1-4 WEEKS
Marketing Rights: EXCLUSIVE FOR SPECIFIC MARKETS
Payment Procedure: ROYALTY
Comments: SEND SAMPLE OR PORTION OF PROGRAM ON DISK

ENTELEK

PO BOX 1303
PORTSMOUTH, NH 03801
☎603-436-0439
☞**DR. ALBERT E. HICKEY** SOFTWARE ACQUISITION MGR.
Principal Business: SOFTWARE HOUSE
Date Started: 1961
Employees: 2
Annual Sales: $250K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: LETTER PREFERRED
Hardware Preference: APPLE, IBM PC, ATARI, RADIO SHACK
Programs Needed: EDUCATIONAL, SYSTEMS PROGRAMS
Languages: APPLESOFT, MBASIC
Operating Systems: CP/M-80, CP/M-86, MP/M
Microprocessor(s): 6502, 8080, 8088, Z-80
Documentation Required: COMPLETE
Evaluation Period: 3 MONTHS
Marketing Rights: NON-EXCLUSIVE EXCLUSIVE WORLDWIDE
Payment Procedure: PURCHASE AT DISCOUNT OF 40-50% OFF LIST
Comments: SEEKING PROGRAMS FOR CLASSROOM MANAGEMENT CAI AUTHOR *SYSTEMS* & CBT AUTHOR SYSTEMS

EPIC COMPUTER PRODUCTS INC.

18381 BANDILIER CIRCLE
FOUNTAIN VALLEY, CA 92708
☎714-964-4722
☞**JAMES KNOX** SOFTWARE ACQUISITION MGR.
Principal Business: HARDWARE MANUFACTURER, OEM
Date Started: 1981
Employees: 65
Annual Sales: $20M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY WITH PROGRAM - 8" DISK
Hardware Preference: APPLE, IBM PC
Programs Needed: FINANCIAL, EDUCATIONAL, BUSINESS, PROFESSIONAL
Languages: APPLESOFT, MBASIC
Operating Systems: APPLEDOS, CP/M-80, CP/M-86, MP/M
Microprocessor(s): 6502, 8088, 6800
Documentation Required: COMPLETE
◗**Evaluation Period:** 2-3 MONTHS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT ROYALTY LUMP-SUM PURCHASE
Comments: SEEKING SOFTWARE FOR COMMUNICATIONS MATH PACKAGES, ACCOUNTING

EPS INC.

8700 COMMERCE PARK DR.
HOUSTON, TX 77036
☎713-771-0618
☞**ROBERT J. EARLE** SOFTWARE ACQUISITION MGR.
Principal Business: SOFTWARE HOUSE, DESIGNER, DEVELOPER
Date Started: 1973
Employees: 160
Annual Sales: $50M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, IBM PC, APPLE II, II PLUS, XEROX 820
Programs Needed: ACCOUNTING, DATA MANAGEMENT, PROGRAMMING AIDS
Languages: ASSEMBLER, BASIC, COBOL, PASCAL
Operating Systems: CP/M-80, CP/M-86
Microprocessor(s): 6502, 8088
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** VARIES
Marketing Rights: VARIES
■**Payment Procedure:** VARIES
Subsidies Available: YES
Comments: LOOKING FOR DATA BASE MANAGEMENT SYSTEMS

EPYX/AUTOMATED SIMULATIONS

1043 KIEL COURT
SUNNYVALE, CA 94086
☎408-745-0700
☞**SUSAN W. LEE-MERROW** NEW PRODUCT MANAGER
Principal Business: PUBLISHER
Date Started: 1978
Employees: 12
Annual Sales: $100K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SEND COMPLETE PROGRAM
Hardware Preference: COMMODORE, APPLE, IBM PC
Programs Needed: GAMES
Languages: ASSEMBLER, BASIC, APPLESOFT
Operating Systems: APPLEDOS, CP/M-86, PCDOS
Microprocessor(s): 6502, 6510, Z-80, 8085, 8080
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 6 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES, ADVANCES, % NEGOTIABLE
Subsidies Available: YES
Comments: INTERESTED IN SPORTS PROGRAMS

EXPONENT DATA SYSTEMS INC.

1001 AVE OF THE AMERICAS
NEW YORK, NY 10018
☎212-719-9200
☞**DAVID ROTH** SOFTWARE ACQUISITION MANAGER
Principal Business: SOFTWARE HOUSE, DESIGNER, DEVELOPER
Date Started: 1969
Employees: 40
Annual Sales: $4.9M
Mainframe: NO **Mini:** YES **Micro** NO
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: IBM SYSTEMS 23 DATA MASTER, IBM 5120
Programs Needed: MANUFACTURING, SALES AND DISTRIBUTION
Languages: COBOL, PASCAL
Operating Systems: DOS+
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** VARIES
Marketing Rights: VARIES
■**Payment Procedure:** VARIES
Subsidies Available: YES
Comments: WRITE FIRST

F&G

FAIR PLAY ENTERPRISES INC.

1776 BROADWAY
NEW YORK, NY 10019
☎516-482-6004
☞**EVAN GROSSMAN** SOFTWARE ACQUISITION MANAGER
Principal Business: PUBLISHER, DIVISION OF A RECORD COMPANY
Date Started: 1982
Employees: 10
Annual Sales: $400K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, COMMODORE, RADIO SHACK, ATARI
Programs Needed: GAMES
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: APPLEDOS, CP/M-80, TRSDOS, PCDOS
Microprocessor(s): 6502, 8080
Documentation Required: COMPLETE
◗**Evaluation Period:** 1 WEEK
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES 10-15% OF GROSS FOR FIRST 10,000 UNITS
Comments: BE CREATIVE, SELECTIVE, HAVE GOOD GRAPHICS AND SOUND

FCT INC.

12250 HAWTHORNE PLAZA
HAWTHORNE, CA 90250
☎213-973-2086
☞**S. O. RHYNOLDS** SOFTWARE ACQUISITION MANAGER
Principal Business: SOFTWARE HOUSE, DESIGNER, DEVELOPER
Date Started: 1978
Employees: 12
Annual Sales: $4.9M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK I, II, III
Programs Needed: COMPUTER MANAGEMENT AIDS, TRAVEL AGENCY MANAGEMENT
Languages: ASSEMBLER, BASIC, PASCAL
Operating Systems: CP/M-80, USCD PASCAL, TRSDOS, LDOS
Microprocessor(s): 6800, Z-80
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** VARIES
Marketing Rights: VARIES
■**Payment Procedure:** VARIES
Subsidies Available: YES
Comments: SEEKING COMPUTER MANAGEMENT AIDS AND TRAVEL AGENCY MANAGEMENT PROGRAMS FOR USE ON RADIO SHACK COMPUTERS

FD SYSTEMS INC.

9000 SOUTHWEST FREEWAY
SUITE 115
HOUSTON, TX 77074
☎713-995-5455
☞**MIKE BERCU** SOFTWARE ACQUISITION MANAGER
Principal Business: PUBLISHER
Date Started: 1978
Employees: 9
Annual Sales: $450K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: ALTOS
Programs Needed: BUSINESS
Languages: BASIC, FORTRAN
Operating Systems: MP/M
Microprocessor(s): Z-80, Z-80A
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** ROYALTIES % NEGOTIABLE OR OUTRIGHT PURCHASE
Comments: ESPECIALLY VERTICAL MARKET

FINANCIAL DATA SERVICES

1430 TRUXTUN AVENUE
SUITE 535
BAKERSFIELD, CA 93389
☎805-324-6438
☞**BRETT V. MEYERS** REVIEW DEPARTMENT MGR.
Principal Business: DISTRIBUTOR, CONSULTANT
Date Started: 1980
Employees: 4
Annual Sales: $110K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: ALTAIR
Programs Needed: FINANCIAL, BUSINESS, PROFESSIONAL
Languages: APPLESOFT, APL, PASCAL
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502
Documentation Required: COMPLETE
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** ROYALTY AVERAGING 50% OF RETAIL
Comments: SPECIALIZE IN SOFTWARE FOR BANKS

FIRST STAR SOFTWARE INC.

22 E. 41st STREET
NEW YORK, NY 10017
☎212-889-1073
☞**R. SPITALNY** SOFTWARE ACQUISITION MANAGER
Principal Business: PUBLISHER
Date Started: 1892
Employees: 4
Annual Sales: $250K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SEND COMPLETE PROGRAM
Hardware Preference: ATARI 400/800
Programs Needed: GAMES
Languages: ASSEMBLER, BASIC, MBASIC, MACHINE
Operating Systems: CP/M-80
Microprocessor(s): 6502
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 6 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES, ADVANCES, OR OUTRIGHT PURCHASE
Subsidies Available: YES
Comments: SEEKS SUPERIOR GRAPHICS AND SOUND

G.D. IRVING & ASSOC.

1890 1st STREET NORTHEAST
ALBERTA, CANADA
☎403-230-3673
☞**GEORGE DOUGLAS IRVING** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1979
Employees: 6
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: COMMODORE PET, CBM
Programs Needed: ACCOUNTING, PAYROLL, PERSONNEL
Languages: ASSEMBLER, BASIC, CBASIC
Operating Systems: CP/M-80
Microprocessor(s): 6510
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 3-4 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: WRITE FOR INFORMATION

G. K. ENTERPRISES INC.

4520 W. KENNEDY BLVD.
TAMPA, FL 33609
☎813-879-0511
☞**SAM WINGATE** REVIEW DEPARTMENT MGR.
Principal Business: PUBLISHER
Date Started: 1976
Employees: 2
Annual Sales: $500K
Mainframe: NO **Mini:** YES **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: DIGITAL
Programs Needed: INDUSTRY
Languages: DIBOL II ONLY
Operating Systems: CTS 300, TSX PLUS
Microprocessor(s): LSI-11
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** ROYALTIES 30% OF RETAIL
Comments: WRITE FOR INFORMATION

GAME NETWORK

PO BOX 36E19
LOS ANGELES, CA 90036
☎213-932-1950
☞**JIM SUMMERS** SOFTWARE ACQUISITION MGR.
Principal Business: PUBLISHER
Date Started: 1983
Employees: 32
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE II, IIe, II PLUS
Programs Needed: GAMES, EDUCATIONAL
Languages: APPLESOFT, MACHINE
Operating Systems: APPLEDOS
Microprocessor(s): 6502
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** ROYALTIES
Comments: MUST HAVE GOOD GRAPHICS, B INTERESTING AND CHALLENGING

GENERAL BUSINESS COMP.

2001 NORTH GARY AVENUE
POMONA, CA 91767
☎714-623-8661
☞**DENNIS L. McGUIRE** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1973
Employees: 12
Annual Sales: $499K
Mainframe: NO **Mini:** YES **Micro** NO
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: IBM SYSTEM 23/ DATAMASTER
Programs Needed: BEVERAGE INDUSTRY, MAINTENANCE, DELIVERY ROUTING
Languages: BASIC, COBOL, FORTRAN
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 4-6 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** VARIES
Comments: WRITE FOR INFORMATION

GENERAL HEALTH INC.

1046 PATOMIC STREET N. W.
WASHINGTON, DC 20007
☎202-965-4881
☞**JAMES E. BERNSTEIN MD** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1079
Employees: 15
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, IBM PC
Programs Needed: EDUCATIONAL, OPERATING SYSTEMS
Languages: APPLESOFT, MBASIC, SIMPL
Operating Systems: AOS, CP/M-80, PCDOS
Microprocessor(s): 6502, 6800, 8088
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: VARIES
■**Payment Procedure:** VARIES
Comments: SEEK HEALTH ORIENTED AND SELF MANAGEMENT PROGRAMS

GENERAL VIDEOTEX CORP.

3 BLACKSTONE STREET
CAMBRIDGE, MA 02139
☎617-491-3393
☞**MARK REYNOLDS** DIR. EDITORIAL AND DESIGN
Principal Business: PUBLISHER
Date Started: 1891
Employees: 7
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES
Information Kit Available: YES
Submission Procedure: SEND PROPOSAL
Hardware Preference: APPLE, ATARI, RADIO SHACK, ZENITH
Programs Needed: GAMES, HOME / PERSONAL, MEDICAL, SCIENTIFIC
Languages: APPLESOFT, ASSEMBLER, MBASIC
Operating Systems: APPLEDOS, CP/M-80, TRSDOS
Microprocessor(s): 6502, 8080
Documentation Required: NONE
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** NEGOTIABLE
Comments: WRITE FOR CURRENT NEEDS AND CONTRACT WORK

GESSLER PUBLISHING CO.

900 BROADWAY
NEW YORK, NY 10003
☎212-673-3113
☞**SETH C. LEVIN** REVIEW DEPARTMENT
Principal Business: PUBLISHER
Date Started: 1932
Employees: 10
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, IBM PC, RADIO SHACK
Programs Needed: EDUCATIONAL, HOME / PERSONAL
Languages: APPLESOFT, MBASIC
Operating Systems: APPLEDOS, CP/M-80, TRSDOS
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 4-6 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES
Comments: FOREIGN LANGUAGE PROGRAMS FOR HOME OR SCHOOL, WORKS CLOSELY WITH AUTHORS

GOOD SOFTWARE CORP

12900 PRESTON RD.
DALLAS, TX 75230
☎214-239-6085
☞**LINDA BEENE** VP RESEARCH AND DEVELOPMENT
Principal Business: DISTRIBUTOR
Date Started: 1981
Employees: 9
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY WITH RESUME OR PROPOSAL
Hardware Preference: APPLE, COMMODORE, IBM PC, OSBORNE, RADIO SHACK
Programs Needed: GAMES, EDUCATIONAL, REAL ESTATE, BUSINESS
Languages: APPLESOFT, BASIC, MBASIC, CBASIC
Operating Systems: APPLEDOS, CP/M-80, CP/M-86, TRSDOS
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
◆**Evaluation Period:** 4 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES OR OUTRIGHT PURCHASE
Comments: CALL FOR CONTRACT WORK

GREAT LAKES INFO. SYSTEMS LTD.

115 HURON VIEW BOULEVARD
ANN ARBOR, MI 48103
☎313-663-6402
☞**R. MATERKA** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1977
Employees: 8
Annual Sales: $999K
Mainframe: NO **Mini:** YES **Micro** NO
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: TEXAS INSTRUMENTS
Programs Needed: FINANCIAL, INVENTORY, ORDER PROCESSING
Languages: COBOL, ANSI 74 COBOL
Documentation Required: COMPLETE
Programming Assistance: YES
◆**Evaluation Period:** 3-6 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** VARIES
Comments: CALL FOR INFORMATION

GUARDIAN AUTOMATED SYSTEMS

420 MAIN STREET
SUITE 600
BUFFALO, NY 14202
☎716-842-6400
☞**JOHN CARUSO** SOFTWARE ACQUISITION MANAGER
Principal Business: SOFTWARE HOUSE, OEM, CONSULTANT
Date Started: 1980
Employees: 7
Annual Sales: $400K
Mainframe: NO **Mini:** YES **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: ENTIRE READY-FOR SALE PACKAGE
Hardware Preference: FORTUNE 32:16
Programs Needed: FINANCIAL, BUSINESS, PROFESSIONAL
Languages: 'C', COBOL, FORTRAN
Operating Systems: UNIX, XENIX
Microprocessor(s): 6800
Documentation Required: *COMPLETE*
◆**Evaluation Period:** 2 MONTHS
Marketing Rights: EXCLUSIVE FOR SPECIFI MARKETS
■**Payment Procedure:** PURCHASE AT DISCOUN OF 10-50% OFF LIST
Comments: WRITE FIRST

JOIN SWIG
SOFTWARE WRITERS INTERNATIONAL GUILD

SEE APPLICATION AT THE INSIDE BACK COVER

H

H & E COMPUTRONICS INC.

50 NORTH PASCACK ROAD
SPRING VALLEY, NY 10977
☎914-425-1535
☞**HOWARD Y. GOSMAN** PRESIDENT
Principal Business: SOFTWARE HOUSE, OEM
Date Started: 1978
Employees: 20
Annual Sales: $4.9M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: ATARI, COMMODORE, RADIO SHACK, APPLE II, II PLUS
Programs Needed: EDUCATIONAL, ACCOUNTING, BANKING, DATABASE MANAGEMENT
Utilities: ALL UTILITIES
Languages: APPLESOFT, ASSEMBLER, BASIC
Operating Systems: APPLEDOS, CP/M-80, TRSDOS
Microprocessor(s): 6502, 8080, 8088, Z-80
Documentation Required: NONE
Programming Assistance: YES
◗**Evaluation Period:** 4-6 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** NEGOTIABLE
Comments: INTERESTED IN COMPUTER MANAGEMENT AIDS

H & H TRADING COMPANY

PO BOX 549
CLAYTON, CA 94517
☎415-672-3233
☞**DAVID K. HOWARD** SOFTWARE ACQUISITION MANAGER
Principal Business: DISTRIBUTOR
Date Started: 1979
Employees: 3
Annual Sales: $300K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: PROGRAM & DATA DISKS
Hardware Preference: APPLE, IBM PC, RADIO SHACK
Programs Needed: FINANCIAL, BUSINESS
Languages: APPLESOFT, CBASIC, MBASIC
Operating Systems: APPLEDOS, CP/M-86, TRSDOS
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT, ROYALTIES 10-25% OF GROSS, OTHER
Comments: PRODUCE & SELL INVESTMENT/TRADING ADVISORY SOFTWARE SEEKING PORTFOLIO MANAGEMENT PROGRAMS FOR BROKERS AND/OR TRADERS -

Notes

H&R BLOCK CO.

245 E. BROAD STREET
STATESVILLE, NC 28677
☎704-873-3356
☞**HAROLD DeBOEVER** PRESIDENT
Principal Business: SOFTWARE HOUSE, OEM
Date Started: 1967
Employees: 20
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK
Programs Needed: ACCOUNTING, TAX PROCESSING
Languages: ASSEMBLER, BASIC
Operating Systems: CP/M-80, TRSDOS
Microprocessor(s): 8080, 8088, Z-80
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** NEGOTIABLE
Comments: COMPLETE PACKAGES READY FOR USE

HAMLIN-WILLIAMS & ASSOC. INC.

22 N FRONT #1120
BOX 3544
MEMPHIS, TN 38103
☎901-526-3911
☞**DAVID W. HAMLIN** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1974
Employees: 18
Annual Sales: $499K
Mainframe: NO **Mini:** YES **Micro** NO
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: IBM 5110/5120
Programs Needed: ACCOUNTING, BEVERAGE INDUSTRY
Languages: COBOL, FORTRAN, PASCAL
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 4-6 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** VARIES
Comments: SEEKS CUSTOM SOFTWARE FOR BEVERAGE INDUSTRY, CLIENT-PATIENT & TRUST MANAGEMENT ACCOUNTING

HANCOCK TECHTRONICS

33 W. MAIN STREET
HANCOCK, MD 21750
☎301-678-6000
☞**MELVIN W. MILLS** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1978
Employees: 4
Annual Sales: $4.9M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK
Programs Needed: GOLF HANDICAPPING
Languages: ASSEMBLER, BASIC
Operating Systems: CP/M-80, TRSDOS
Microprocessor(s): 8080, 8088, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 4-6 WEEKS
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** VARIES
Comments: CALL FOR INFORMATION

HANSCO DATA PROCESSING

PO BOX 236
WILBRAHAM, MA 01095
☎413-543-4172
☞**ROBERT HANSON** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1968
Employees: 6
Annual Sales: $499K
Mainframe: NO **Mini:** YES **Micro** NO
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: IBM 5110/5120, SYSTEM 23/DATAMASTER
Programs Needed: ACCOUNTING, EDUCATIONAL, COUNTRY CLUB MANAGEMENT
Languages: COBOL, PASCAL
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 4-6 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** VARIES
Comments: LOOKING FOR QUALITY BUSINESS APPLICATIONS

HARRIS TECHNICAL SCHOOL

2829 SOUTH 31ST ST
BOX 80837
LINCOLN, NE 68501
☎402-476-2811
☞**ROBERT B. HARRIS**
Principal Business: SOFTWARE HOUSE
Date Started: 1936
Employees: 175
Annual Sales: $15M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: APPLE II, II PLUS, RAD SHACK MOD III
Programs Needed: AGRICULTURE, ENTERPRI ANALYSIS, BUDGET
Languages: APPLESOFT, ASSEMBLER, BASI
Operating Systems: CP/M-80, TRSDOS
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: VARIES
■**Payment Procedure:** VARIES
Comments: COMPLETE PACKAGE READY F SALE

HARTLEY COURSEWARE INC

123 BRIDGE ST
DIMONDALE, MI 48821
☎616-942-8987
☞**ROSIE BOGO** PRESIDENT
Principal Business: PUBLISHER, CONSULTA
Date Started: 1980
Employees: 6
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, NEC, RA SHACK
Programs Needed: EDUCATIONAL GAMES O
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: APPLEDOS, CP/M TRSDOS, CPM/86
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 4 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** NEGOTIABLE
Comments: WRITE FOR CONTRACT WC MANUFACTURES CASSETTE PLAYER INTERF FOR APPLE II

HAYDEN SOFTWARE CO.

600 SUFFOLK ST
LOWELL, MA 08153
☎617-937-0200
☞**BILL OVERHOLT** COMMERCIAL APPLICATIONS
Principal Business: DISTRIBUTOR
Date Started: 1981
Employees: 10
Annual Sales: $1M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: ALTAIR, IBM PC, TEXAS INSTRUMENTS
Programs Needed: GAMES, GRAPHICS, PERSONAL PRODUCTIVITY
Languages: APPLESOFT, BASIC, MBASIC, PASCAL
Operating Systems: APPLEDOS, PCDOS
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
Evaluation Period: 2 WEEKS
Marketing Rights: EXCLUSIVE
Payment Procedure: ROYALTIES
Subsidies Available: YES
Comments: SUPERIOR AND CONSISTENT USER-INTERFACE INCLUDE ON-DISK TUTORIAL

HEWLETT PACKARD

3404 E. HARMONY ROAD
FORT COLLINS, CO 80525
☎303-226-3800
☞**AL CORBETT** MARKETING PRODUCTS MANAGER
Principal Business: HARDWARE MANUFACTURER
Date Started: 1938
Employees: 650
Annual Sales: $50M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: HEWLETT PACKARD
Programs Needed: ALL TYPES, NO ARCADE GAMES
Languages: BASIC, COBOL, FORTRAN
Operating Systems: CP/M-80, MP/M, P-SYSTEMS, SERIES 80CPU
Microprocessor(s): 6502
Documentation Required: PARTIAL
Evaluation Period: 2 WEEKS
Marketing Rights: VARIES
Payment Procedure: SHARED AND UNSHARED REVENUE WITH MARKETING
Comments: DOES CONTRACT WORK

HIGH TECH DISTRIBUTION INC

4136 SEVEN HILLS DRIVE
FLORISSANT, MO 63032
☎314-838-6502
☞**FREDERICK J. WEBER**
Principal Business: DISTRIBUTOR
Date Started: 1978
Employees: 60
Annual Sales: $30M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY, TELEPHONE CALLS PREFERRED
Hardware Preference: APPLE, IBM PC
Programs Needed: FINANCIAL, MANUFACTURING; PROFESSIONAL
Operating Systems: APPLEDOS, CP/M-80, PCDOS
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
Evaluation Period: 1-2 MONTHS
Marketing Rights: EXCLUSIVE FOR SPECIFIC MARKETS
Payment Procedure: PURCHASE GENERAL SOFTWARE AT 60% OFF RETAIL
Comments: FOR SMALLER PUBLISHERS OFFERS MORE MARKETING AND SALES EXPERTISE

HIGH TECH SOFTWARE PROD

2201 N.E. 63RD ST
BOX 14665
OKLAHOMA CITY, OK 73113
☎405-475-2105
☞**CHARLES WEDDINGTON**
Principal Business: SOFTWARE HOUSE
Date Started: 1981
Employees: 12
Annual Sales: $2.5M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: IBM PC, APPLE II, II PLUS, NEC PC-8000
Programs Needed: DATA MANAGEMENT, EDUCATIONAL, INVENTORY CONTROL
Languages: APPLESOFT, ASSEMBLER, BASIC, MBASIC
Operating Systems: APPLEDOS, CP/M-80, P SYSTEM
Microprocessor(s): 6502, 8086, 8088, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
Evaluation Period: 2 WEEKS
Marketing Rights: VARIES
Payment Procedure: VARIES
Comments: WRITE FOR INFORMATION

HOLLAND AUTOMATION USA INC

345-N4 UNIVERSITY DRIVE
COSTA MESA, CA 92627
☎714-646-5788
☞**ALAN ROUTLEDGE**
Principal Business: SOFTWARE HOUSE
Date Started: 1974
Employees: 500
Annual Sales: $6.5M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: VARIOUS
Programs Needed: ACCOUNTING, DATA MANAGEMENT, PAYROLL
Languages: ASSEMBLER, BASIC
Operating Systems: CP/M-80, MSDOS, MDOS
Microprocessor(s): 6800, 8080, 8088, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: PRODUCT LINE INCLUDES MODULAR, INTEGRATED AND INTERACTAIVE COMMERCIAL PACKAGES FOR MICROS

HOMECOMPUTER SOFTWARE CO INC

1307 S. MARY AVE
SUNNYVALE, CA 94087
☎408-735-8400
☞**DAN SHAFER** EXEC. VICE PRES.
Principal Business: PUBLISHER
Date Started: 1981
Employees: 10
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES
Information Kit Available: YES
Submission Procedure: QUERY OR SEND PROPOSAL
Hardware Preference: APPLE, COMMODORE, IBM PC
Programs Needed: EDUCATIONAL, GAMES, HOME / PERSONAL, SELF IMPROVEMENT
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 6502, 8080, 8088
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** BY JOB
Comments: INTERESTED IN CONTRACTING FOR GAMES WHICH CAN BE ADAPTED TO LEARNING

HOWARD SOFTWARE SERVICE

8008 GRAND AVENUE
SUITE 310
LA JOLLA, CA 92037
☎714-454-0121
☞**JAMES E. HOWARD** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1979
Employees: 15
Annual Sales: $300K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE II, II PLUS, III
Programs Needed: FINANCIAL, INVESTMENT, REAL ESTATE AND TAX
Languages: APPLESOFT, ASSEMBLER, BASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 8080, 8088, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: LOOKING FOR BUSINESS PROGRAMS

HOWARD W. SAMS INC

4300 W. 62ND ST
INDIANAPOLIS, IN 46268
☎317-298-5728
☞**JAMES F. HUNTER**
Principal Business: PUBLISHER
Date Started: 1946
Employees: 15
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: SEND PROGRAM
Hardware Preference: APPLE, IBM PC
Programs Needed: UTILITIES, ENTERTAINMENT AND PRODUCTIVITY
Languages: APPLESOFT, MBASIC, PASCAL
Operating Systems: APPLEDOS, CP/M-80 PCDOS
Microprocessor(s): 6502, 8088
Documentation Required: COMPLETE
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES
Comments: NO ACCOUNTING PROGRAMS OR PROGRAMS FOR MICROCOMPUTERS OTHER THAN APPLE AND IBM

HUNTER & READY INC

445 SHERMAN AVE
BOX 11803
PALO ALTO, CA 94306
☎415-326-2950
☞**COLIN B. HUNTER**
Principal Business: SOFTWARE HOUSE
Date Started: 1981
Employees: 15
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: VARIOUS
Programs Needed: COMMUNICATIONS, MANUFACTURING, MEDICAL
Languages: ASSEMBLER, BASIC
Operating Systems: CP/M-80
Microprocessor(s): 6800, 8086, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
Evaluation Period: 1 MONTH
Marketing Rights: VARIES
Payment Procedure: VARIES
Comments: WRITE FOR INFORMATION

HUNTINGTON COMPUTING

1945 S. DAIRY
BOX 1297
CORCORAN, CA 93212
☎209-992-5411
☞**FRED W. HUNTINGTON** PRESIDENT
Principal Business: SOFTWARE HOUSE, OEM
Date Started: 1980
Employees: 30
Annual Sales: $2.5M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE II, II PLUS, RADIO SHACK MOD. I-
Programs Needed: ACCOUNTING, EDUCATIONAL, MEDICAL, HEALTH
Languages: ASSEMBLER, BASIC
Operating Systems: CP/M-80
Microprocessor(s): 6502, 8080, 8088, Z-80
Documentation Required: NONE
Programming Assistance: YES
Evaluation Period: 1 MONTH
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: LOOKING FOR BUSINESS APPLICATIONS

HW ELECTRONICS

19511 BUSINESS CENTER DR.
NORTHBRIDGE, CA 91324
☎213-886-9200
☞**TERRY L. KOOSED** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1978
Employees: 40
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: ATARI, RADIO SHACK, NEC PC-8000
Programs Needed: ACCOUNTING, EDUCATIONAL, DATA MANAGEMENT, ENGINEERING/MATH
Languages: ASSEMBLER, BASIC
Operating Systems: CP/M-86, MSDOS, TRSDOS
Microprocessor(s): 6502, 8080, 8088, Z-80, 8086
Documentation Required: NONE
Programming Assistance: YES
Evaluation Period: 4-6 WEEKS
Marketing Rights: VARIES
Payment Procedure: VARIES
Comments: WRITE FOR MORE INFORMATION

JOIN SWIG
SOFTWARE WRITERS INTERNATIONAL GUILD

SEE APPLICATION AT THE INSIDE BACK COVER

HOW TO LIST YOUR COMPANY OR UPDATE YOUR LISTING

If you purchase freelance software and would like to have your company listed in future editions, or if you want to update your current listing, just answer the questions below **ON YOUR COMPANY STATIONERY.**

Send the listing information to:

"Listings Editor"
SOFTWARE WRITERS MARKET
IPF Publications
P.O. Drawer 3600
Pomona, New York 10970
(914) 354-5585

LISTING FORM FOR SOFTWARE WRITERS MARKET

1. Company name:
   Street:
   City, state, zip:
   Phone #:
   Contact person:
   Title:
2. Principal business:
3. Date company started:
4. Number of employees:
5. Annual sales (K or M):
6. Are your programs for Mainframe, Mini or Micro?
7. Are you a publisher?
8. Are you a distributor?
9. Is an information kit available?
10. What is your submission procedure?
11. What is your hardware name brand preference?
12. What type of programs are you looking for?
13. What type of utilities do you need?
14. What program language do you prefer?
15. What operating systems do you prefer?
16. What microprocessor is used in your system(s)?
17. What documentation is required?
18. Do you provide programming assistance?
19. How long is the evaluation period?
20. What marketing right do you require?
21. What is your payment procedure?
22. Do you subsidize programmers?
23. Comments:

NOTES

I

IBC DISTRIBUTION

1140 36TH STREET
OGDEN, UT 84403
☎801-621-2294
☞**GARN A. TOLLESTRUP**
Principal Business: DISTRIBUTOR
Date Started: 1981
Employees: 8
Annual Sales: $2M
Mainframe: NO **Mini:** YES **Micro** YES
Distributor: YES
Submission Procedure: QUERY, ENTIRE READY FOR SALE PACKAGE
Hardware Preference: VARIOUS
Programs Needed: FINANCIAL, MANUFACTURING, BUSINESS, PROFESSIONAL
Languages: COBOL, FORTRAN
Operating Systems: OASIS, UNIX, XENIX
Documentation Required: PARTIAL
Evaluation Period: 2 WEEKS
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: PURCHASE AT DISCOUNT OF 20-60% OFF LIST
Comments: WRITE FOR INFORMATION

ICR-FUTURESOFT

1718 KINGSLEY AVENUE
ORANGE PARK, FL 32067
☎914-269-1918
☞**JOSEPH W. TAMARGO** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1981
Employees: 7
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK MOD II, III, MOD 16
Programs Needed: ACCOUNTING, EDUCATIONAL, BANKING, DATA MANAGEMENT
Utilities: GENERAL, PROGRAMMING AIDS
Languages: BASIC
Operating Systems: CP/M-80, MSDOS
Microprocessor(s): 8080, 8088, Z-80
Documentation Required: PARTIAL
Programming Assistance: YES
Evaluation Period: 4-6 WEEKS
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: ALSO INTERESTED IN PAYROLL AND COMPUTER MANAGEMENT AIDS

IDEATECH CO.

BOX 62451
SUNNYVALE, CA 94088
☎408-985-7591
☞**SUSAN A. ECKERT** SOFTWARE ACQUISITION MANAGER
Principal Business: PUBLISHER
Date Started: 1979
Employees: 4
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE
Programs Needed: EDUCATIONAL, ENGINEERING/MATH
Languages: APPLESOFT, BASIC
Operating Systems: APPLEDOS
Microprocessor(s): 6502
Documentation Required: PARTIAL
Programming Assistance: YES
Evaluation Period: 2 WEEKS
Marketing Rights: NON-EXCLUSIVE WITH RIGHT TO MODIFY
Payment Procedure: 10-15% ROYALTIES
Comments: WRITE FOR MORE INFORMATION

IE SYSTEMS INC.

98 MAIN STREET
BOX 359
NEWMARKET, NH 03857
☎603-659-2868
☞**MAXWELL EVELETH** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1980
Employees: 15
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: VARIOUS
Programs Needed: COMMUNICATIONS
Languages: BASIC
Operating Systems: CP/M-80
Documentation Required: NONE
Programming Assistance: YES
Evaluation Period: 4-6 WEEKS
Marketing Rights: VARIES
Payment Procedure: VARIES
Comments: DEVELOPES AND MARKETS COMMUNICATIONS SOFTWARE TO LINK MICROCOMPUTERS TO MICROCOMPUTERS AND MICROCOMPUTERS TO HOST SYSTEMS.

ILD MARKETING

3 BUD WAY SUITE 21
BOX 1321
NASHUA, NH 03061
☎603-880-7200
☞**KATHY AMES** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1978
Employees: 6
Annual Sales: $4.9M
Mainframe: NO **Mini:** YES **Micro** NO
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: IBM 5110/5120
Programs Needed: ACCOUNTING, BANKING, FINANCIAL, LEGAL
Languages: COBOL, FORTRAN, PASCAL
Documentation Required: PARTIAL
◗**Evaluation Period:** 4-6 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** VARIES
Comments: COMPLETE PACKAGES READY FOR SALE

IMAGE COMPUTER PRODUCTS INC.

615 ACADEMY DRIVE
NOTHBROOK, IL 60062
☎312-564-5060
☞**WILLIAM C. MOULDS** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1977
Employees: 35
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE II, II PLUS, ATARI 400/800, TI99/4, COMMODORE PET
Programs Needed: ACCOUNTING, ENTERTAINMENT
Languages: ASSEMBLER, BASIC
Operating Systems: CP/M-80
Microprocessor(s): 6502, 8080, 8088, Z-80
Programming Assistance: YES
◗**Evaluation Period:** 6-8 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** VARIES
Comments: COMPLETE PACKAGES - READY FOR SALE

IMS INTERNATIONAL

2800 LOCKHEED WAY
CARSON CITY, NV 89701
☎702-883-7611
☞**JIM ZAKZESKI** SOFTWARE EVALUATI
DEPT
Principal Business: PUBLISHER
Date Started: 1978
Employees: 10
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, IBM PC
Programs Needed: REAL ESTATE, VARIOUS
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: APPLEDOS, PCDOS
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** NEGOTIABLE
Comments: SOFTWARE MUST RUN ON MUL
USER

INDUSTRIAL PRODUCTS COR

243 SAN PEDRO NORTHEAST
ALBUQUERQUE, NM 87108
☎505-256-3561
☞**R. W. RUSSELL** PRESIDENT
Principal Business: SOFTWARE HOUSE, OE
Date Started: 1976
Employees: 4
Annual Sales: $4.9M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK MOD
Programs Needed: DATA MANAGEMENT, M
UFACTURING, SECURITY & PROTECTION
Languages: BASIC, COBOL
Operating Systems: CP/M-80, TRSDOS
Microprocessor(s): 8080, Z-80, 6800, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 3-6 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** VARIES
Comments: COMPLETE PACKAGES ON
READY FOR SALE

INDUSTRIAL PROGRAMMING INC.

100 JERICHO QUADRANGLE
JERICHO, NY 11753
☎516-938-6600
☞**BERNARD MUSHINSKY** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1963
Employees: 14
Annual Sales: $4.9M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: VARIOUS
Programs Needed: REALTIME, MULTI-TASKS OPERATING SYSTEMS
Languages: SOURCE LANGUAGE
Operating Systems: MTOS
Microprocessor(s): 8080, 8085, 8086, Z-80, 6800, 6809
Documentation Required: PARTIAL
Evaluation Period: VARIES
Marketing Rights: VARIES
Payment Procedure: VARIES
Comments: WRITE FOR MORE INFORMATION

INFO-DESIGNS INC.

6505 TELEGRAPH ROAD
BURMINGHAM, MI 48010
☎313-540-4010
☞**RICHARD STAHL** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER, DEVELOPER
Date Started: 1979
Employees: 12
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: IBM PC, NEC PC-8000, COMMODORE PET, CBM
Programs Needed: ACCOUNTING, LEGAL, MANUFACTURING, MEDICAL
Languages: ASSEMBLER, BASIC
Operating Systems: MSDOS
Microprocessor(s): 6502, 6809, 8088, 8086
Documentation Required: COMPLETE
Programming Assistance: YES
Evaluation Period: 4-6 WEEKS
Marketing Rights: VARIES
Payment Procedure: VARIES
Subsidies Available: YES
Comments: COMPLETE LINE OF BUSINESS APPLICATIONS

INFOCOM INC.

55 WHEELER STREET
CAMBRIDGE, MA 02138
☎617-492-1031
☞**JOAN M. BEREZ** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER, DEVELOPER
Date Started: 1979
Employees: 9
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: IBM PC, RADIO SHACK, APPLE II, II PLUS, ATARI 800
Programs Needed: GAMES
Languages: ASSEMBLER, BASIC
Operating Systems: CP/M-80
Microprocessor(s): 6502, 8088, 6800, 6809, Z-80
Documentation Required: PARTIAL
Programming Assistance: YES
Evaluation Period: 4-6 WEEKS
Marketing Rights: VARIES
Payment Procedure: VARIES
Subsidies Available: YES
Comments: ADVENTURE GAMES

INFORMATION MANAGEMENT INT'L.

1101 S. WINCHESTER BLVD.
SAN JOSE, CA 95128
☎408-248-8250
☞**ALLEN GUGGENHEIM** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER, DEVELOPER
Date Started: 1969
Employees: 250
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: IBM PC, BURROUGHS, APPLE II, II PLUS, CROMENCO C-10, SYSTEM ONE/2/3
Programs Needed: BANKING, FINANCIAL, DATA MANAGEMENT, MEDICAL
Languages: ASSEMBLER, BASIC, PASCAL
Operating Systems: APPLEDOS, UCSD PASCAL
Microprocessor(s): 6502, 8080, 8088, Z-80
Documentation Required: PARTIAL
Programming Assistance: YES
Evaluation Period: 3-6 WEEKS
Marketing Rights: VARIES
Payment Procedure: VARIES
Subsidies Available: YES
Comments: ALSO INTERESTED IN WORD PROCESSING AND HEALTH CARE PROGRAMS

INFORMATION SOLUTIONS INC.

PO BOX 198
CHARLOTTESVILLE, VA 22901
☎804-979-8191
☞**DAN FOWLEY**
Principal Business: DISTRIBUTOR, SOFTWARE MANUFACTURER
Date Started: 1980
Employees: 12
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: DEMO KIT, DOCUMENTATION AND/OR MANUAL
Hardware Preference: IBM PC
Programs Needed: FINANCIAL, PROFESSIONAL, SYSTEMS PROGRAMS
Languages: BASIC, COBOL, FORTRAN
Operating Systems: CP/M-80, MDOS, MP/M, PCDOS
Microprocessor(s): 8088
Documentation Required: COMPLETE
Evaluation Period: 1-2 DAYS
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: PURCHASE AT DISCOUNT OF 10% PLUS OFF LIST
Comments: SEEK SOFTWARE FOR THE LEGAL MARKETPLACE, BUSINESS AND TRADE ASSOCIATIONS

INFORMATION TECHNOLOGY INC.

56 KEARNEY ROAD
NEEDHAM, MA 02194
☎617-444-5702
☞**WILLIAM HOGAN** PRESIDENT
Principal Business: SOFTWARE HOUSE, OEM
Date Started: 1975
Employees: 35
Annual Sales: $7M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: VARIOUS AND SUPERBRAIN BY INTERTEC
Programs Needed: ACCOUNTING, DATA MANAGEMENT, MANUFACTURING
Languages: ASSEMBLER, BASIC
Operating Systems: CP/M-80
Microprocessor(s): 8080, 8085, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
Evaluation Period: 2-3 WEEKS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: WRITE FOR INFORMATION

INFORMATION UNLIMITE SOFTWARE

281 ARLINGTON AVE
BERKELEY, CA 94707
☎415-525-9452
☞**E. SCHARP** V.P. MARKETING
Principal Business: PUBLISHER
Date Started: 1977
Employees: 10
Annual Sales: $1.8M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: VARIOUS
Programs Needed: EDUCATIONAL, SCIENTIFIC OFFICE AUTOMATION
Languages: BASIC, COBOL, FORTRAN, MBASIC
Operating Systems: VARIOUS
Documentation Required: PARTIAL
Programming Assistance: YES
Evaluation Period: 1 MONTH
Marketing Rights: NEGOTIABLE
Payment Procedure: ROYALTIES, NEGOTIABLE ON WHOLESALE PRICES
Comments: WRITE FOR INFORMATION

INFOSOFT SYSTEMS INC.

25 SYLVAN ROAD SOUTH
WESTPORT, CT 06880
☎203-226-8937
☞**KENNETH SHORT** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1979
Employees: 10
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: VARIOUS
Programs Needed: COMMUNICATIONS, DATA MANAGEMENT
Languages: ASSEMBLER, BASIC
Operating Systems: CP/M-80
Microprocessor(s): 8080, 8085, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
Evaluation Period: 2 WEEKS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: WRITE FOR INFORMATION

INFOTECS INC.

ONE PERIMETER ROAD
MANCHESTER, NH 03103
☎603-624-2700
☞**EDWARD TOLSON** PRESIDENT
Principal Business: OEM
Date Started: 1974
Employees: 75
Annual Sales: $7.5M
Mainframe: NO **Mini:** NO **Micro** YES
Submission Procedure: QUERY
Hardware Preference: OWN SYSTEM
Programs Needed: ACCOUNTING, LEGAL, INSURANCE, MANUFACTURING
Languages: ASSEMBLER, BASIC, COBOL
Operating Systems: CP/M-80, MDOS
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: WRITE FOR MORE INFORMATION

INGRAM BOOK COMPANY

437 REIDWOOD DRIVE
NASHVILLE, TN 37217
☎615-361-5000
☞**JOHN FOWLER**
Principal Business: DISTRIBUTOR
Date Started: 1970
Employees: 30
Annual Sales: $250M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: ENTIRE READY FOR SALE PACKAGE
Hardware Preference: APPLE, IBM PC, RADIO SHACK
Programs Needed: BUSINESS, EDUCATIONAL, FINANCIAL, PROFESSIONAL
Languages: APPLESOFT, BASIC, PASCAL
Operating Systems: APPLEDOS, CP/M-80, MDOS, MP/M, PCDOS
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT OF 45-70% OFF LIST
Comments: WRITE FOR INFORMATION

INNER ACCESS CORPORATION

517-K MARINE VIEW
BELMONT, CA 94002
☎415-591-8295
☞**GARY FEIERBACH**
Principal Business: HARDWARE MANUFACTURER, DISTRIBUTOR
Date Started: 1979
Employees: 8
Annual Sales: $750K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY, ENTIRE READY FOR SALE PACKAGE
Hardware Preference: VARIOUS
Programs Needed: MANUFACTURING, SYSTEMS PROGRAM
Languages: FORTH, MBASIC
Operating Systems: CP/M-80, MP/M, CP/M 68
Microprocessor(s): VARIOUS
Documentation Required: COMPLETE
◗**Evaluation Period:** 1-2 MONTHS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT OF 40-60% OFF LIST
Comments: SEEKS PROGRAMS FOR ELECTRONIC ENGINEERING, PROCESS CONTROL, MANUFACTURING CONTROL

INNOSYS INCORPORATED

2150 SHATTUCK AVE
BERKELEY, CA 94704
☎415-843-8114
☞**EARL CRABB** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1976
Employees: 10
Annual Sales: $100K
Mainframe: NO **Mini:** NO **Micro** YES
Submission Procedure: QUERY
Hardware Preference: IBM PC, APPLE II, II PLUS
Programs Needed: BANKING, FINANCIAL
Languages: ASSEMBLER, BASIC
Operating Systems: CP/M-80
Microprocessor(s): 6502, 8080, 8085, 8088
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: LOOKING FOR BUSINESS PROGRAMS

INNOVATIVE BUSINESS SYSTEMS

123 HAMPSHIRE ROAD
GREAT NECK, NY 11023
☎516-829-8327
☞**HENRY KATZ**
Principal Business: CONSULTING FIRM
Date Started: 1979
Employees: 5
Annual Sales: $250K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: ENTIRE READY FOR SALE PACKAGE
Hardware Preference: APPLE, IBM PC
Programs Needed: FINANCIAL, MANUFACTURING, BUSINESS
Languages: APPLESOFT, MBASIC, PASCAL
Operating Systems: APPLEDOS, OASIS, PCDOS
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
Evaluation Period: 2 MONTHS
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: PURCHASE AT DISCOUNT OF 25-75% OFF LIST
Comments: WRITE FOR INFORMATION

INNOVATIVE PROGRAMMING ASSOC.

ONE AIRPORT PLACE
PRINCETON, NJ 08540
☎609-924-7272
☞**MORTON COHEN** PRESIDENT
Principal Business: SOFTWARE HOUSE, OEM, DESIGNER
Date Started: 1980
Employees: 44
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: IBM PC, APPLE II, II PLUS, III
Programs Needed: ACCOUNTING, AGRICULTURE, FINANCIAL, SCIENTIFIC
Languages: ASSEMBLER, BASIC, COBOL, FORTRAN
Operating Systems: CP/M-80, MDOS
Microprocessor(s): 6502, 8088
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
Evaluation Period: 3-6 WEEKS
Marketing Rights: VARIES
Payment Procedure: VARIES
Subsidies Available: YES
Comments: ALSO INTERESTED IN ENERGY CONSERVATION AND SCIENTIFIC SOFTWARE

INNOVATIVE SOFTWARE

9300 W. 110TH STREET
OVERLAND PARK, KS 66210
☎913-383-1089
☞**MARK CALIGARI** PRESIDENT
Principal Business: PUBLISHER
Date Started: 1978
Employees: 12
Annual Sales: $4.9M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: IBM PC
Programs Needed: BUSINESS ONLY
Languages: BASIC, FORTRAN, PASCAL
Operating Systems: CP/M-80, MSDOS, PCDOS
Microprocessor(s): 8088
Documentation Required: COMPLETE
Programming Assistance: YES
Evaluation Period: 2 WEEKS
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: SIMULTANEOUS SUBMISSION OK

INNOVATIVE TECHNOLOGY INC

7927 JONES BRANCH DRIVE
McLEAN, VA 22102
☎703-734-3000
☞**F. L. W. MOEHLE** PRESIDNT
Principal Business: SOFTWARE HOUSE, DE SIGNER, DEVELOPER
Date Started: 1976
Employees: 20
Annual Sales: $4.9M
Mainframe: YES **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: APPLE
Programs Needed: COMMUNICATIONS, DAT MANAGEMENT, GOVERNMENT, PAYROLL, PE SONNEL
Languages: ASSEMBLER, BASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502
Documentation Required: SOURCE REQUIRE
Programming Assistance: YES
Evaluation Period: 4-6 WEEKS
Marketing Rights: VARIES
Payment Procedure: VARIES
Subsidies Available: YES
Comments: POWERNET DISTRIBUTED PRC ESSING - INTERFACE BETWEEN MAINFRA AND MICROS

INSOFT INC.

10175 SW BARBUR BLVD
202B
PORTLAND, OR 97219
☎503-244-4181
☞**M.D. BROWN**
Principal Business: PUBLISHER
Date Started: 1980
Employees: 12
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY, WITH DESCRIPTION OF PROGRAM
Hardware Preference: APPLE, COMMODORE, IBM PC
Programs Needed: EDUCATIONAL, GAMES, BUSINES, ENTERTAINMENT
Languages: APPLESOFT, MBASIC
Operating Systems: APPLEDOS, CP/M-80, PCDOS
Microprocessor(s): 6502, 8088
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 1 WEEK
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES, 25-35% OF RETAIL ON SLIDING SCALE
Comments: MUST HAVE BROAD-BASED APPEAL

INST. FOR ECONOMIC RESEARCH

3471 NORTH FEDERAL HWY
FORT LAUDERDALE, FL 33306
☎800-327-6720
☞**NORMAN G. FOSBACK** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1971
Employees: 25
Annual Sales: $3M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: APPLE II, II PLUS, RADIO SHACK I, II, III
Programs Needed: BANKING, FINANCIAL
Languages: ASSEMBLER, BASIC, MBASIC, PASCAL
Operating Systems: APPLEDOS, CP/M-80, OASIS, UCSD PASCAL
Microprocessor(s): 8080, Z-80, 8080A
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** 4-6 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: LOOKING FOR BUSINESS PROGRAMS

INSTANT SOFTWARE INC.

ELM STREET
PETERBOROUGH, NH 03458
☎603-924-9471
☞**RENEE DYNAN** SUBMISSIONS
Principal Business: PUBLISHER
Date Started: 1978
Employees: 45
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, KAYPRO, TEXAS INSTRUMENTS
Programs Needed: GAMES, UTILITIES, ACCOUNTING
Languages: APPLESOFT, BASIC, PASCAL
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 1 WEEK
Marketing Rights: NON-EXCLUSIVE LICENSE
■**Payment Procedure:** 20% ROYALTY
Comments: TRANSLATES PROGRAMS INTO OTHER LANGUAGES

INSTRUCTIONAL MICRO SYSTEMS

1249 GREENTREE LANE
NARBERTH, PA 19072
☎215-664-1207
☞**DR. JOSEPH SCANDURA** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1979
Employees: 10
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: APPLE II, II PLUS
Programs Needed: EDUCATIONAL
Languages: ASSEMBLER, BASIC
Operating Systems: CP/M-80, APPLEDOS
Microprocessor(s): 6502
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 6-8 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** VARIES
Comments: SEEKS EDUCATIONAL TRAINING SOFTWARE

INSTRUCTIONAL/ COMMUNICATIONS

10 STEPAR PLACE
HUNTINGTON STA, NY 11746
☎516-549-3000
☞**STAN TAYLOR** PRESIDENT
Principal Business: PUBLISHER
Date Started: 1973
Employees: 2
Annual Sales: $100K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SEND PROGRAM PROPOSAL
Hardware Preference: APPLE, FRANKLIN
Programs Needed: EDUCATIONAL
Languages: APPLESOFT, BASIC, MBASIC, MODULA/2
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 6510
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES
Comments: EDUCATIONAL PROGRAMS ONLY

INSURANCE RATING SYSTEMS INC.

213 E. AVIATION
BOX 2576
UNIVERSAL CITY, TX 78148
☎512-658-4691
☞**GARY M. BOYD** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1978
Employees: 14
Annual Sales: $4.9M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK MOD I, II, III, 16
Programs Needed: ACCOUNTING, DATA MANAGEMENT
Languages: ASSEMBLER, BASIC
Operating Systems: CP/M-80, TRSDOS
Microprocessor(s): 8080, Z-80, 6800, 6809
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 4-6 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** VARIES
Comments: WRITE FOR INFORMATION

Notes

INTEGRATED MANAGMENT SERVICES

500 S. MAIN STREET
SUITE 1009
ORANGE, CA 92668
☎714-558-7128
☞**ALTON COGERT** VICE PRES.
Principal Business: PUBLISHER
Date Started: 1981
Employees: 3
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: CALL
Hardware Preference: ATARI, IBM PC, VICTOR
Programs Needed: BANKING
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: APPLEDOS, CP/M-80, PCDOS
Microprocessor(s): 6502, 8088
Documentation Required: NONE
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: VARIES
■**Payment Procedure:** BY JOB
Comments: SEEKS PROGRAMMERS FOR CONTRACT WORK ONLY

INTEGRITY SYSTEMS INC.

4812 INTERSTATE DRIVE
CINCINNATI, OH 45346
☎513-874-8100
☞**WILSON GROBILL JR.** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER, DEVELOPER
Date Started: 1972
Employees: 8
Annual Sales: $4.9M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK II, 16
Programs Needed: ACCOUNTING, CONSTRUCTION
Languages: APPLESOFT, BASIC
Operating Systems: CP/M-80, TRSDOS
Microprocessor(s): 6800, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** VARIES
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: SEEKS CONTRACTOR INFORMATION SYSTEMS

INTEL CORPORATION

3065 BOWERS AVENUE
SANTA CLARA, CA 95051
☎408-987-8080
☞**ROB CHESS** SOFTWARE ACQUISITION MGR.
Principal Business: HARDWARE MANUFACTURER
Date Started: 1968
Annual Sales: $999M
Mainframe: NO **Mini:** YES **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: PRODUCT DESCRIPTION AND MANUALS
Hardware Preference: RADIO SHACK, OSBORNE, VECTOR GRAPHICS, AND MANY OTHERS
Programs Needed: ANY TYPE
Languages: COBOL, FORTRAN
Operating Systems: CP/M-80, CP/M-86, UNIX, XENIX, MP/M
Microprocessor(s): 8080, 8080A
Documentation Required: COMPLETE
Evaluation Period: 2 MONTHS
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: ROYALTY AVERAGING 25% OF RETAIL
Comments: SEEKS OPERATING SYSTEMS, LANGUAGES, AND DATA BASE SOFTWARE

INTELLIGENT CONTROLS INC.

297 NORTH ST.
PO BOX 638
SACO, ME 04072
☎207-283-0156
☞**ALAN LUKAS** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1978
Employees: 7
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: VARIOUS
Programs Needed: ENGINEERING/MATH, SCIENTIFIC, MANUFACTURING, ENERGY CONSERVATION AND MANAGEMENT
Languages: ASSEMBLER, BASIC
Operating Systems: CP/M-80, CP/M-86
Microprocessor(s): 8080, Z-80, 8085, 6800
Documentation Required: COMPLETE
Programming Assistance: YES
Evaluation Period: 6-8 WEEKS
Marketing Rights: VARIES
Payment Procedure: VARIES
Comments: BUSINESS PROGRAMS

INTELLIGENT STATEMENTS

500 EASTOWNE OFFICE PK
CHAPEL HILL, NC 27514
☎919-493-8596
☞**PAM READING** DIRECTOR OF MARKETING
Principal Business: PUBLISHER
Date Started: 1982
Employees: 6
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SEND QUERY WITH RESUME AND CREDITS.
Hardware Preference: ATARI
Programs Needed: EDUCATIONAL, GAMES
Languages: BASIC, MBASIC, PASCAL, APPLESOFT
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8088
Documentation Required: NONE
Programming Assistance: YES
Evaluation Period: 1-4 WEEKS
Marketing Rights: EXCLUSIVE
Payment Procedure: NEGOTIABLE
Comments: MUST HAVE EXCELLENT GRAPHICS

INTELLIGENT SYSTEMS CORP

275 TECHNOLOGY PK/ATLANTA
NORCROSS, GA 30093
☎404-449-5961
☞**MGR. SOFTWARE SERV. DEPT.**
Principal Business: PUBLISHER
Date Started: 1973
Employees: 3
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: SEND PROPOSAL
Hardware Preference: ALL TYPES
Programs Needed: DATA MANAGEMENT, EDUCATIONAL, GRAPHICS
Languages: ASSEMBLER, BASIC, FORTRAN
Operating Systems: CP/M-80
Microprocessor(s): CP/M COMPATABLE
Documentation Required: PARTIAL
Programming Assistance: YES
Evaluation Period: 1 MONTH
Marketing Rights: EXCLUSIVE
Payment Procedure: OUTRIGHT PURCHASE
Comments: PREFER EASY TO MODIFY PROGRAMS FOR COLOR CODES. NO GAMES.

INTER'L RESOURCE DEVELOPMENT

30 HIGN STREET
NORWALK, CT 06851
☎203-866-6914
☞**KENNETH BOSOMWORTH** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1971
Employees: 27
Annual Sales: $4.9M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK
Programs Needed: ECONOMETRIC MODELING SOFTWARE AND DATABASES
Operating Systems: CP/M-80
Microprocessor(s): 6800, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 4-6 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** VARIES
Comments: WRITE FOR INFORMATION

INTER'L SOFTWARE ENTERPRISES

85 W. ALGONQUIN RD
SUITE 400
ARLINGTON HGTS., IL 60005
☎317-463-4561
☞**DR. GARY KOEHLER** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER, DEVELOPER
Date Started: 1982
Employees: 40
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: IBM PC
Programs Needed: COMMUNICATIONS
Languages: ASSEMBLER, BASIC, 'C', COBOL
Operating Systems: CP/M-86, UNIX, MP/M
Microprocessor(s): 8088, 8085, Z-80
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** 6-8 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** VARIES
Comments: OFFERS MDM SCAN EXTENDED NETWORK DBMS

INTERACT DISTRIBUTING COMPANY

639 BILTMORE AVE
ASHEVILLE, NC 28803
☎704-254-1949
☞**GARY ABERNETHY**
Principal Business: DISTRIBUTOR, OEM, SER
VICE BUREAU
Date Started: 1977
Employees: 32
Annual Sales: $6M
Mainframe: NO **Mini:** YES **Micro** YES
Distributor: YES
Submission Procedure: TELEPHONE CALL PRE
FERRED
Hardware Preference: VARIOUS
Programs Needed: BUSINESS AND FINANCIAL
PROFESSIONAL
Languages: COBOL, FORTH, MBASIC
Operating Systems: CP/M-80, CP/M-86, UNIX
XENIX, PCDOS
Microprocessor(s): 8080, 8088
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT
OF 50-60% OFF LIST
Comments: SEEK SOFTWARE FOR WORD PROC
ESSING, GRAPHICS, INSURANCE, REAL ES
TATE, HOTEL/MOTEL APPLICATIONS

INTERACTIVE BUSINESS SYSTEMS

350 FIFTH AVENUE
NEW YORK, NY 10001
☎212-564-5990
☞**STANLEY PILTCH** PRESIDENT
Principal Business: SOFTWARE HOUSE, OEM
Date Started: 1976
Employees: 10
Annual Sales: $350K
Mainframe: NO **Mini:** YES **Micro** NO
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: IBM 5120
Programs Needed: CUSTOM SOFTWARE FO
WHOLESALE & RETAIL CENTERS
Languages: COBOL
Operating Systems: UNIX, XENIX
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** VARIES
Comments: WRITE FOR INFORMATION

INTERACTIVE SOFTWARE SYSTEMS

10911 OLSON MEMORIAL HWY
MINNEAPOLIS, MN 55441
☎612-545-2856
☞**JOHN STENBOW** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1968
Employees: 4
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: VARIOUS
Programs Needed: ACCOUNTING, DATA MANAGEMENT, MEDICAL, PAYROLL
Languages: ASSEMBLER, BASIC
Operating Systems: CP/M-80
Microprocessor(s): 8080, 8085, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: SEEKS PROGRAMMING AIDS

INTERACTIVE STRUCTURES INC.

112 BALA AVE
BOX 404
BALA CYNWYD, PA 19004
☎215-667-1713
☞**MARK WILSON, PHD** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1974
Employees: 20
Annual Sales: $2.5M
Mainframe: NO **Mini:** NO **Micro** YES
Submission Procedure: QUERY
Hardware Preference: APPLE II, II PLUS, III
Programs Needed: DATA COMMUNICATIONS, GRAPHICS, SALES & DISTRIBUTION
Languages: ASSEMBLER, BASIC, COBOL
Operating Systems: CP/M-80
Microprocessor(s): 6502
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: LOOKING FOR GOOD GRAPHICS

INTERACTIVE SYSTEMS CORP

1212 SEVENTH STREET
SANTA MONICA, CA 90401
☎213-450-8363
☞**DR. PETER WEINER** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1977
Employees: 67
Annual Sales: $7M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: VARIOUS
Programs Needed: APPLICATIONS, TEXT EDITING
Languages: APPLESOFT, C LANGUAGE
Operating Systems: UNIX
Microprocessor(s): Z-80
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** VARIES
Subsidies Available: YES
Comments: INTERESTED IN PROGRAMMING AIDS

INTERNATIONAL SOFTWARE ENTRPS

350 WEST SAGAMORE PARKWAY
WEST LAFAYETTE, IN 47906
☎317-463-4561
☞**SOFTWARE ACQUISITION MGR**
Principal Business: SOFTWARE HOUSE, DISTRIBUTOR
Date Started: 1981
Employees: 75
Annual Sales: $5M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY, ENTIRE READY-FOR-SALE PACKAGE
Hardware Preference: APPLE, IBM PC, RADIO SHACK
Programs Needed: FINANCIAL, SCIENTIFIC, PROFESSIONAL
Languages: APPLESOFT, COBOL, FORTRAN
Operating Systems: APPLEDOS, CP/M-80, OASIS, PCDOS
Microprocessor(s): 6502, 8080, 8088
Documentation Required: PARTIAL
◗**Evaluation Period:** 1 MONTH
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT, ROYALTIES
Comments: WRITE FOR INFORMATION

INTERPRETIVE EDUCATION INC.

157 S. KALAMAZOO MALL
KALAMAZOO, MI 49007
☎616-345-8681
☞**WILLIAM ZIRNEKLIS** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1979
Employees: 15
Annual Sales: $650K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: APPLE II, II PLUS
Programs Needed: REGULAR AND SPECIAL EDUCATIONAL
Languages: ASSEMBLER, BASIC
Operating Systems: CP/M-80
Microprocessor(s): 6502
Documentation Required: PARTIAL
Programming Assistance: YES
Evaluation Period: 2 MONTHS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Subsidies Available: YES
Comments: LOOKING FOR SPECIAL EDUCATIONAL PROGRAMS

INTERSTAR CORPORATION

14722 OXNARD STREET
VAN NUYS, CA 91401
☎213-994-2720
☞**CLIFF RESTON** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1977
Employees: 19
Annual Sales: $3M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: VARIOUS
Programs Needed: COMMUNICATIONS, SCIENTIFIC, ENERGY CONSERVATION
Languages: ASSEMBLER, BASIC, COBOL, FORTRAN
Operating Systems: VARIOUS
Microprocessor(s): VARIOUS
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
Evaluation Period: 2 MONTHS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: WRITE FOR INFORMATION

IPCO INC.

BOX 10426
PITTSBURGH, PA 15234
☎412-561-1857
☞**JAMES B. COOKINHAM** PRESIDENT
Principal Business: PUBLISHER
Date Started: 1981
Employees: 9
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SEND PROGRAM
Hardware Preference: IBM PC
Programs Needed: ANY TYPE
Languages: BASIC, MBASIC
Operating Systems: CP/M-80, CP/M-86
Microprocessor(s): 8088
Documentation Required: COMPLETE
Evaluation Period: 3 WEEKS
Marketing Rights: MEMBERSHIP
Payment Procedure: ONE PROGRAM FOR 4 FREE PROGRAMS
Comments: SOFTWARE EXCHANGE, SEND FOR CATALOG

ITHACA INTERSYSTEMS INC

PO BOX 91
ITHACA, NY 14851
☎607-273-2500
☞**JEFF MOSKOW**
Principal Business: HARDWARE MANUFACTURER, DISTRIBUTOR
Date Started: 1978
Employees: 75
Annual Sales: $5M
Mainframe: NO **Mini:** YES **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY, ENTIRE READY FOR SALE PACKAGE
Hardware Preference: VARIOUS TYPES
Programs Needed: FINANCIAL, MANUFACTURING, SCIENTIFIC
Languages: COBOL, FORTRAN, MBASIC
Operating Systems: CP/M-80, UNIX, XENIX
Documentation Required: PARTIAL
Evaluation Period: 2 MONTHS
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: PURCHASE AT DISCOUNT OF 30-50% OFF LIST
Comments: SEEKING PROGRAMS FOR MANUFACTURING, BANKING AND RETAILING

J

J.D. EDWARDS & CO

TWO DENVER TECHNOL. CTR
ENGLEWOOD, CO 80010
☎303-773-3732
☞**R.C. NEWMAN**
Principal Business: PUBLISHER
Date Started: 1976
Employees: 15
Annual Sales: $1.2M
Mainframe: NO **Mini:** YES **Micro** NO
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: IBM S/34, S/38
Programs Needed: UTILITY-REPORT GENERATORS, SCHEDULERS
Languages: COBOL, FORTRAN
Operating Systems: VS, VSE
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** ROYALTIES
Comments: PROGRAMS FOR IBM S/34, S/38

JACK N. COLQUITT C.P.A.

6615 CROWN RIDGE DRIVE
SAN ANTONIO, TX 78239
☎512-653-5504
☞**JACK N. COLQUITT** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1952
Employees: 1
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK
Programs Needed: ACCOUNTING, MATH AND STATISTICS
Languages: BASIC, FORTRAN
Operating Systems: TRSDOS
Microprocessor(s): 8080
Documentation Required: PARTIAL
◗**Evaluation Period:** 1 MONTH
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** NEGOTIABLE
Comments: WRITE FOR INFORMATION

JADE COMPUTER PRODUCTS

4901 WEST ROSECRANS AVE
HAWTHORNE, CA 90250
☎213-973-7707
☞**JOHN LEEPER** PRESIDENT
Principal Business: OEM, SOFTWARE HOUSE
Date Started: 1974
Employees: 50
Annual Sales: $7M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Information Kit Available: YES
Submission Procedure: QUERY
Hardware Preference: IBM PC, APPLE II, II PLUS, XEROX 820
Programs Needed: ACCOUNTING, DATA MANAGEMENT, SCIENTIFIC
Languages: ASSEMBLER, BASIC, FORTRAN
Operating Systems: CP/M-80
Microprocessor(s): 6502, 6800, 8080, 8088
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: LOOKING FOR BUSINESS PROGRAMS

JINI MICRE-SYSTEMS INC

BOX 274
RIVERDALE, NY 10463
☎212-796-6200
☞**JAMES ISCARO** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1979
Employees: 3
Annual Sales: $350K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: IBM PC, COMMODORE PET CBM
Programs Needed: HOME / PERSONAL
Languages: ASSEMBLER, BASIC
Operating Systems: CP/M-80
Microprocessor(s): 6502, 6800, 8088, Z-80
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: WRITE FOR ADDITIONAL INFORMATION

JMI SOFTWARE CONSULTANTS INC

1422 EASTON ROAD
ROSLYN, PA 19001
☎215-657-5660
☞**JOHN BRENNAN** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1980
Employees: 14
Annual Sales: $650K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: IBM PC, COMMODORE
Programs Needed: MEDICAL, HEALTH
Languages: ASSEMBLER, ALGOL, C LANGUAGE
Operating Systems: CP/M-80, UNIX
Microprocessor(s): 6800, 8080, 8085
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Subsidies Available: YES
Comments: WRITE FOR ADDITIONAL INFORMATION

JOHN WILEY & SONS INC

605 3RD AVE
NEW YORK, NY 10016
☎212-850-6412
☞**JUDY WILSON**
Principal Business: PUBLISHER
Date Started: 1982
Employees: 22
Annual Sales: $100K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY, WITH SHORT DESCRIPTION
Hardware Preference: APPLE, COMMODORE, IBM PC, RADIO SHACK
Programs Needed: BUSINESS, PROFESSIONAL, SCIENTIFIC TRAINIG
Languages: BASIC, FORTRAN, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES, NEGOTIABLE
Comments: NO GAMES

JOHNSON-LAIRD INC

1556 SW 66 AVENUE
PORTLAND, OR 977225
☎503-292-6330
☞**ANDY JOHNSON-LAIRD** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1977
Employees: 5
Annual Sales: $300K
Mainframe: NO **Mini:** NO **Micro** YES
Submission Procedure: QUERY
Hardware Preference: *IBM PC*
Programs Needed: MANAGEMENT SCIENCES, WORD PROCESSING
Languages: ASSEMBLER, BASIC
Operating Systems: CP/M-80, MP/M, CP/NET
Microprocessor(s): 8080, 8085, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: WRITE FOR ADDITIONAL INFORMATION

JOIN SWIG
SOFTWARE WRITERS INTERNATIONAL GUILD

SEE APPLICATION AT THE INSIDE BACK COVER

K

Notes

KENMOR COMPANY

675 MCLEAN AVE
YONKERS, NY 10704
☎914-965-3007
☞**MORTON WEISS**
Principal Business: PUBLISHER
Date Started: 1977
Employees: 20
Annual Sales: $250K
Mainframe: NO **Mini:** YES **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: HARD DISK OR FLOPPY DISK
Programs Needed: BUSINESS, TIME MANAGEMENT, WORD PROCESSING, DATA BASE
Languages: COBOL, FORTRAN, MBASIC
Operating Systems: CP/M-80, MP/M
Microprocessor(s): 8080, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES, 30% OF NET SALES PRICE
Comments: WRITE FOR ADDITIONAL INFORMATION

KENSINGTON MICROWAVE LTD

919 THIRD AVE
NEW YORK, NY 10022
☎212-486-7707
☞**ANDREW J. NEWMARK** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1981
Employees: 10
Annual Sales: $6.0K
Mainframe: NO **Mini:** NO **Micro** YES
Submission Procedure: QUERY
Hardware Preference: IBM PC, APPLE II, II PLUS
Programs Needed: COMMUNICATIONS, DATA MANAGEMENT, TEXT EDITING
Languages: ASSEMBLER, BASIC, COBOL
Operating Systems: MSDOS
Microprocessor(s): 6502, 8088
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 4-6 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: WRITE FOR ADDITIONAL INFORMATION

KEWILL SYSTEMS LIMITED

BRASSEY HOUSE NEW ZEALAND
WALTON-ON-THANES-
SURREY, UK
☞**J.K. OVERSTALL** PRESIDENT
Principal Business: OEM, SOFTWARE HOUSE
Date Started: 1972
Employees: 20
Annual Sales: $2.0M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, IBM PC
Programs Needed: MANUFACTURING, TRANSPORTATION
Languages: ASSEMBLER, BASIC, COBOL, MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 6502, 6800, 8088
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: WRITE FOR INFORMATION

KEY SYSTEMS INC

512 EXECUTIVE PARK
LOUISVILLE, KY 40207
☎502-897-3332
☞**THOMAS O. PALMER** PRESIDENT
Principal Business: OEM, SOFTWARE HOUSE
Date Started: 1977
Employees: 11
Annual Sales: $300K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, IBM PC
Programs Needed: ACCOUNTING, SALES AND DISTRIBUTION
Languages: ASSEMBLER, BASIC, COBOL, MBASIC
Operating Systems: CP/M-80, MP/M
Microprocessor(s): ZILOG MCZ SERIES
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: WRITE FOR ADDITIONAL INFORMATION

KEYSYSTEMS INC

1320 COCO PLUM DRIVE
MARATHON, FL 33050
☎305-743-7400
☞**RICHARD T. LILLY** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1979
Employees: 19
Annual Sales: $650K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, IBM PC, COMMODORE
Programs Needed: ACCOUNTING, COMPUTER MANAGEMENT AIDS
Languages: ASSEMBLER, BASIC, COBOL
Operating Systems: CP/M-80, CP/M
Microprocessor(s): 6502, 6800, 8088
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** 2-3 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Subsidies Available: YES
Comments: WRITE FOR INFORMATION

KISSINGER-MILLMAN-GERANDASY

14547 TITUS ST
SUITE 109
PANORAMA CITY, CA 91402
☎213-997-6017
☞**E. EDWARD KISSINGER** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1974
Employees: 6
Annual Sales: $300K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: DECMATE II
Programs Needed: ACCOUNTING
Languages: COBOL, MBASIC
Operating Systems: CP/M-80
Microprocessor(s): Z-80
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: LOOKING FOR BUSINESS PROGRAMS

KLAASEN & ASSOCIATES

1001 HOWARD AVE
SUITE 2101
NEW ORLEANS, LA 70113
☎504-524-6779
☞**ELDON KLAASEN** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1979
Employees: 10
Annual Sales: $350K
Mainframe: NO **Mini:** YES **Micro** NO
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: IBM 5120
Programs Needed: ACCOUNTING, DATA MANAGEMENT, TEXT EDITING
Languages: COBOL, FORTRAN
Operating Systems: UNIX, XENIX
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** 6 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Subsidies Available: YES
Comments: WRITE FOR ADDITIONAL INFORMATION

KROWN ENTERPRISES

PO BOX 66763
SCOTTS VALLEY, CA 95066
☎408-335-3133
☞**PAUL S. KING** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1979
Employees: 7
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: IBM PC, APPLE II, II PLUS, III
Programs Needed: FINANCIAL, HOME / PERSONAL, BUSINESS
Languages: ASSEMBLER, BASIC, MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 6502, 6800, 8080, 8088
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Subsidies Available: YES
Comments: CALL FOR ADDITIONAL INFORMATION

L

LABORATORY CONSULTING INC.

2702 INTERNATIONAL LANE
MADISON, WI 53704
☎608-241-4151
☞**G. PHILLIP HICKS** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER, DEVELOPER
Date Started: 1964
Employees: 20
Annual Sales: $4.9M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: IBM PC, APPLE II, II PLUS, III
Programs Needed: MEDICAL, HEALTH CARE, QUALITY CONTROL
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: CP/M-80, MP/M
Microprocessor(s): 6502, 8080, Z-80
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Subsidies Available: YES
Comments: WRITE FOR INFORMATION

LANIER BUSINESS PRODUCTS INC.

1700 CHANTILLY DRIVE
ATLANTA, GA 30324
☎404-329-8000
☞**LOU MELANCON** SOFTWARE ACQUISITION MGR.
Principal Business: HARDWARE MANUFACTURER
Date Started: 1934
Employees: 3600
Annual Sales: $400M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: ENTIRE READY-FOR-SALE PACKAGE
Hardware Preference: LANIER - COMPUTEREZE
Programs Needed: EDUCATIONAL, FINANCIAL, MANUFACTURING, BUSINESS
Languages: BASIC, COBOL, FORTRAN, MBASIC
Operating Systems: CP/M-80, CP/M-86, LEXS, MP/M
Microprocessor(s): Z-80
Documentation Required: COMPLETE
◗**Evaluation Period:** 1-2 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** VARIES
Comments: SEEKS OFFICE AUTOMATION APPLICATIONS (MULTIUSER - MULTIPROGRAMMING)

LEADING EDGE PRODUCTS INC.

225 TURNPIKE STREET
CANTON, MA 02021
☎617-329-1378
☞**JERRY COUGHLAN** SOFTWARE ACQUISITION MGR.
Principal Business: DISTRIBUTOR
Date Started: 1980
Employees: 200
Annual Sales: $60M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: ENTIRE READY-FOR-SALE PACKAGE
Hardware Preference: APPLE, COMMODORE, IBM PC, NORTHSTAR, RADIO SHACK, ATARI 400/800
Programs Needed: ANY TYPE
Languages: APPLESOFT, ASSEMBLER, MBASIC, CBASIC
Operating Systems: CP/M-80, CP/M-86, UNIX, XENIX, MP/M
Microprocessor(s): 6502, 6800, 8080, 8088, Z-80
Documentation Required: PARTIAL
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** PURCHASE AT DISCOUNT 50-60% OFF LIST
Comments: QUALITY PROGRAMS

LEGEND INDUSTRIES LTD.

2220 SCOTT LAKE ROAD
PONTIAC, MI 48054
☎313-674-0953
☞**DAVE HEIDEN** PRESIDENT
Principal Business: HARDWARE MANUFACTURER
Date Started: 1980
Employees: 10
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: ENTIRE READY-FOR-SALE PACKAGE
Hardware Preference: APPLE
Programs Needed: EDUCATIONAL, FINANCIAL, SYSTEMS PROGRAMS
Languages: APPLESOFT, BASIC, PASCAL
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: EXCLUSIVE WORLDWIDE
■**Payment Procedure:** PURCHASE AT DISCOUNT ROYALTY
Comments: SEEKS MEDICAL, ACCOUNTING, UTILITIES AND EDUCATIONAL PROGRAMS

LELAND YOUNG CO.

BOX 4127
BAY PINES, FL 33504
☎813-961-7371
☞**DOYLE YOUNG** OWNER
Principal Business: SOFTWARE HOUSE
Date Started: 1982
Employees: 3
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY, RESUME
Hardware Preference: APPLE
Programs Needed: DATA MANAGEMENT, SPORTS, INDUSTRY
Languages: BASIC, PASCAL, APPLESOFT
Operating Systems: APPLEDOS
Microprocessor(s): 6502
Documentation Required: COMPLETE
◗**Evaluation Period:** 1 WEEK
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** ROYALTIES 15-30%
Comments: SEEKS SOFTWARE FOR APPLE COMPUTERS

LEONARD FINANCIAL PLNG. SYSTM.

BOX 30365
RALEIGH FEDERAL BLDG.
RALEIGH, NC 27622
☎919-781-1450
☞**MARK W. LEONARD** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER, DEVELOPER
Date Started: 1979
Employees: 20
Annual Sales: $4.9M
Mainframe: NO **Mini:** YES **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: IBM PC, IBM 5120, SYSTEM 23/DATAMASTER
Programs Needed: FINANCIAL, LEGAL, BUSINESS
Languages: ASSEMBLER, BASIC, COBOL, MBASIC, PASCAL
Operating Systems: CP/M-80
Microprocessor(s): 8088
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** 3-4 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Subsidies Available: YES
Comments: CALL FOR ADDITIONAL INFORMATION

LEXISOFT INC.

PO BOX 267
DAVIS, CA 95616
☎916-758-3630
☞**JOHN BINTZ** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER, DEVELOPER
Date Started: 1971
Employees: 6
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: VARIOUS
Programs Needed: LEGAL, TEXT EDITING
Languages: ASSEMBLER, BASIC, COBOL, MBASIC
Operating Systems: CP/M-80, OASIS
Microprocessor(s): 6502, 8088, 8080, 8085, 6800, 8088
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** 6-10 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Subsidies Available: YES
Comments: CALL FOR ADDITIONAL INFORMATION

LIBRA PROGRAMMING INC.

7105 S. HIGHLAND DR.
SUITE 301
SALT LAKE CITY, UT 84121
☎801-943-2084
☞**W. MAASBERG JR.** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1976
Employees: 60
Annual Sales: $4.9M
Mainframe: NO **Mini:** YES **Micro** NO
Submission Procedure: QUERY
Hardware Preference: IBM 5120
Programs Needed: ACCOUNTING
Languages: PASCAL
Operating Systems: UNIX, XENIX
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 3-4 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: COMPLETE PACKAGES ONLY

LIFE SCIENCE ASSOCIATES

1 FENIMORE ROAD
BAYPORT, NY 11705
☎516-472-2111
☞**JOSEPH FRANK** GENERAL MGR.
Principal Business: SOFTWARE HOUSE, PERIPHERAL MANUFACTURER
Date Started: 1970
Employees: 4
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY, RESUME
Hardware Preference: IBM PC, APPLE, RADIO SHACK
Programs Needed: SCIENTIFIC, MEDICAL, EDUCATIONAL, ENGINEERING/MATH
Languages: BASIC, FORTRAN, MBASIC, PASCAL
Operating Systems: APPLEDOS, CP/M-80, TRSDOS, PCDOS
Microprocessor(s): 6502, 8080, 8088
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES 15-20% OR OUTRIGHT PURCHASE
Subsidies Available: YES
Comments: MANUFACTURES PERIPHERALS, SEEKS NEW PRODUCTS

LIFEBOAT ASSOCIATES

1651 THIRD AVE.
NEW YORK, NY 10028
☎212-860-0300
☞**A.R. GOLD** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER, CONSULTANT
Date Started: 1977
Employees: 80
Annual Sales: $19M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY WITH PROGRAM DESCRIPTION
Hardware Preference: CP/M COMPATIBLE
Programs Needed: ANY TYPE
Languages: BASIC, CBASIC, MBASIC, COBOL, FORTRAN, PASCAL
Operating Systems: CP/M-80, CP/M-86
Microprocessor(s): Z-80, 8080, 8085, 8086
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** ROYALTIES OR OUTRIGHT PURCHASE
Comments: SUBMIT ONLY PROGRAMS IN FINISHED FORM, WELL WRITTEN AND WELL DOCUMENTED

LIGHTNING SOFTWARE INC.

BOX 11725
PALO ALTO, CA 94306
☎415-327-3280
☞**RUSS JONES** DIRECTOR OF MARKETING
Principal Business: SOFTWARE HOUSE
Date Started: 1981
Employees: 6
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY WITH PROPOSAL
Hardware Preference: IBM PC, COMMODORE, APPLE II, II PLUS, ATARI 800
Programs Needed: EDUCATIONAL, GAMES, HOME / PERSONAL
Languages: APPLESOFT, BASIC, MBASIC, PASCAL, MACHINE
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8088
Documentation Required: COMPLETE
◗**Evaluation Period:** 1 MONTH
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** NEGOTIABLE
Comments: SEEKS FREELANCERS FOR PROGRAM CONVERSION WORK

LINK SYSTEMS

1640 19th STREET
SANTA MONICA, CA 90404
☎213-453-1851
☞**HINDY TOLWIN** PRESIDENT
Principal Business: PUBLISHER
Date Started: 1980
Employees: 8
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY WITH DESCRIPTION
Hardware Preference: APPLE, IBM PC
Programs Needed: SCIENTIFIC, BUSINESS
Languages: PASCAL
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8088
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 4 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES 15-25% OF WHOLESALE
Comments: SOFTWARE ENGINEERED FOR EASY USE

LINTON-SHAFER & COMPANY

6 WEST SECOND STREET
FREDERICK, MD 21701
☎301-663-5122
☞**DONALD LINTON** PRESIDENT
Principal Business: SOFTWARE HOUSE, OEM
Date Started: 1965
Employees: 42
Annual Sales: $4.9M
Mainframe: NO **Mini:** YES **Micro** NO
Submission Procedure: QUERY
Hardware Preference: IBM 5120, SYSTEM 23/ DATAMASTER
Programs Needed: ACCOUNTING, LEGAL, PAYROLL, PERSONNEL
Languages: COBOL, FORTRAN
Operating Systems: UNIX, XENIX
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 3-4 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: COMPLETE PACKAGES ONLY

LOGIC INDUSTRIES INC.

1685 W. HAMLIN ROAD
ROCHESTER, MI 48063
☎313-852-5294
☞**WAYNE R. LINDEN** DIRECTOR
Principal Business: SOFTWARE HOUSE
Date Started: 1981
Employees: 2
Annual Sales: $100K
Mainframe: NO **Mini:** YES **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: SEND PROPOSAL
Hardware Preference: IBM PC, APPLE, RADIO SHACK, VICTOR, UNIX
Programs Needed: EDUCATIONAL, ELECTRONICS SPREADSHEET, FINANCIAL, HOME / PERSONAL, MEDICAL, BUSINESS
Languages: BASIC, MBASIC, APPLESOFT
Operating Systems: APPLEDOS, CP/M-80, UNIX
Microprocessor(s): 6502, 8080, 8088
Documentation Required: PARTIAL
◗**Evaluation Period:** 1 MONTH
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** OUTRIGHT PURCHASE
Comments: MULTI-USER PROGRAMS

LOGICAL CHOICE INC. (THE)

5330 PRIMROSE DRIVE
SUITE 246
FAIR OAKS, CA 95628
☎916-961-5484
☞**MIKE SHORT** SOFTWARE ACQUISITION MGR.
Principal Business: SOFTWARE HOUSE, OEM, CONSULTANT
Date Started: 1981
Employees: 9
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: ENTIRE READY-FOR-SALE PACKAGE
Hardware Preference: IBM PC, TELEVIDEO
Programs Needed: FINANCIAL, MANUFACTURING, BUSINESS, PROFESSIONAL
Languages: COBOL, BASIC, MBASIC
Operating Systems: CP/M-80, CP/M-86, MP/M
Microprocessor(s): 8088
◗**Evaluation Period:** 2 DAYS
Marketing Rights: EXCLUSIVE FOR SPECIFIC MARKETS
■**Payment Procedure:** PURCHASE AT DISCOUNTOF 30-50%OFF; ROYALTY 15% RETAIL
Comments: SEEKS PROGRAMS FOR UTILITIES, CONSTRUCTION AND MUNICIPALITIES

LOGICAL SYSTEMS INC.

8970 N. 55TH ST.
MILWAUKEE, WI 23956
☎414-355-5454
☞**SOFTWARE ACQUISITIONS MGR.**
Principal Business: PUBLISHER
Date Started: 1979
Employees: 10
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SEND PROGRAM
Hardware Preference: RADIO SHACK, LOBO
Programs Needed: ALL TYPES
Languages: ASSEMBLER, BASIC
Operating Systems: CP/M-80, TURBODOS
Microprocessor(s): 8080
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 1-3 MONTHS
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** NEGOTIABLE
Comments: CONTRACT WORK AVAILABLE

M

M & T PUBLISHING INC

20863 STEVENS CREEK BLVD.
CUPERTINO, CA 95014
☎408-257-8085
☞**JEANNETTE MCNEIL** VICE PRES.
Principal Business: PUBLISHER
Date Started: 1982
Employees: 3
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY, RESUME OR PROPOSAL
Hardware Preference: IBM PC, DEC, VICTOR
Programs Needed: UTILITIES
Languages: ASSEMBLER, BASIC, MACHINE LANGUAGE
Operating Systems: CP/M-80
Microprocessor(s): 8088, 280/280A
Documentation Required: COMPLETE
Evaluation Period: 2 WEEKS
Marketing Rights: NEGOTIABLE
Payment Procedure: ROYALTIES OR OUTRIGHT PURCHASE
Comments: NO ACCOUNTING. SEEKS UTILITIES FOR DBASE II.

M.C. SOFTWARE INC

12195 ALBROOK DR
SUITE 1512
DENVER, CO 80239
☎303-373-1635
☞**DAVID KEITH CHILDS** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1981
Employees: 6
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Submission Procedure: QUERY
Hardware Preference: VARIOUS
Programs Needed: MATHEMATICS, STATISTICS
Languages: ASSEMBLER, BASIC, FORTRAN
Operating Systems: CP/M-80
Microprocessor(s): 8080, 8085, Z-80
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
Evaluation Period: 2-3 WEEKS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: CALL FOR ADDITIONAL INFORMATION ONLY

M/A-COM OFFICE SYSTEMS INC

7 OAK PARK
BEDFORD, MA 01730
☎617-275-4440
☞**CHARITY CHEIKY** PRESIDENT
Principal Business: HARDWARE MANUFACTURER, OEM
Date Started: 1197
Employees: 175
Annual Sales: $5.5M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: VARIOUS
Programs Needed: ACCOUNTING, COMMUNICATIONS, MANUFACTURING
Languages: ASSEMBLER, BASIC, COBOL, MBASIC
Operating Systems: CP/M-80, CP/M-86
Microprocessor(s): 6502, 6800, Z-80
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
Evaluation Period: 2 MONTHS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Comments: WRITE FOR ADDITIONAL INFORMATION

MACROTRONICS INCORPORATED

1125 N. GOLDEN STATE BLVD
TURLOCK, CA 95380
☎209-667-2888
☞**RONALD LODEWYCK**
Principal Business: DISTRIBUTOR, HARDWARE MANUFACTURER
Date Started: 1978
Employees: 10
Annual Sales: $200K
Mainframe: NO **Mini:** YES **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: ENTIRE READY-FOR-SALE PACKAGE
Hardware Preference: APPLE, ATARI, IBM PC, RADIO SHACK
Programs Needed: BUSINESS, PROFESSIONAL, HOME/PERSONAL
Languages: APPLESOFT, COBOL, FORTRAN, MBASIC
Operating Systems: CP/M-80, MP/M
Microprocessor(s): 6502, 8080, 8088
Documentation Required: PARTIAL
Evaluation Period: VARIES
Marketing Rights: VARIES
Payment Procedure: PURCHASE AT DISCOUNT, ROYALTIES
Comments: LOOKING FOR GOOD GRAPHICS

MADISON COMPUTER

1825 MONROE STREET
MADISON, WI 53711
☎608-255-5552
☞**STEVE MC MARTY** SALES MGR
Principal Business: PUBLISHER
Date Started: 1977
Employees: 4
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: SEND PROGRAM
Hardware Preference: IBM PC, COMMODORE, VICTOR
Programs Needed: ACCOUNTING, DATA MANAGEMENT, GRAPHICS
Languages: BASIC, MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 6502, 8088
Documentation Required: COMPLETE
◆**Evaluation Period:** 2 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES
Comments: CONTRACT WORK AVAILABLE

NOTES

MAIN ELECTRONICS INC

225 IDA
WICHITA, KS 67211
☎316-267-3581
☞**DENNIS MAIN** PRESIDENT
Principal Business: OEM, SOFTWARE HOUSE
Date Started: 1964
Employees: 20
Annual Sales: $700K
Mainframe: NO **Mini:** NO **Micro** YES
Submission Procedure: QUERY
Hardware Preference: DURANGO F-85
Programs Needed: BANKING, FINANCIAL, SCIENTIFIC
Languages: ASSEMBLER, BASIC
Operating Systems: CP/M-80, CP/M2
Microprocessor(s): 8080, 8088, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
◆**Evaluation Period:** 4-6 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: SUPPORTS THE FULL LINE OF PRODUCTS FROM DURANGO SYSTEMS, INC.

MANAGEMENT ACCOUNTABILITY GRP

493 EAST CLAYTON ST
ATHENS, GA 30603
☎404-353-8090
☞**LARRY BAMBLETT** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1980
Employees: 30
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: COMMODORE CBM
Programs Needed: ACCOUNTING, INSURANCE, SALES AND DISTRIBUTION
Languages: ASSEMBLER, BASIC, PASCAL
Operating Systems: CP/M-80, UCSD PASCAL
Microprocessor(s): 6502, 6800, 8080, 8085
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◆**Evaluation Period:** 1-2 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Subsidies Available: YES
Comments: WELL-DOCUMENTED

MANAGEMENT ANALYSIS & CONTROL

3530 C STREET NORTHEAST
AUBURN, WA 98002
☞**HOWARD C. JOHNSON** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1977
Employees: 15
Annual Sales: $2.5M
Mainframe: NO **Mini:** NO **Micro** YES
Submission Procedure: QUERY
Hardware Preference: ALPHA MICRO AM-10 AM-100T BASED SERIES
Programs Needed: ACCOUNTING, BANKING FINANCIAL
Languages: ASSEMBLER, BASIC
Operating Systems: CP/M-80
Microprocessor(s): 8080, 8085, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
◆**Evaluation Period:** 2-4 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: OFFERS APPLICATION SOFTWA USING ISAM-BASED FILES FOR GENERAL A COUNTING

MANAGEMENT CONTROL CONCEPTS

124 SAINT MARY'S STREET
BOSTON, MA 02215
☎617-536-8840
☞**THOMAS OLAFSSON** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1981
Employees: 7
Annual Sales: $300K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: APPLE III
Programs Needed: ACCOUNTING, BANKING, FINANCIAL
Languages: ASSEMBLER, BASIC, COBOL, MBASIC
Operating Systems: CP/M-80, MP/M
Microprocessor(s): Z-80
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** 2-3 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: QUALITY BUSINESS AND PROFESSIONAL PROGRAMS

MANAGEMENT CONTROL SYSTEMS

2100 POWERS FERRY ROAD
ATLANTA, GA 30339
☎404-955-0353
☞**RICHARD T. BROCK** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER
Employees: 80
Annual Sales: $1.9M
Mainframe: NO **Mini:** NO **Micro** NO
Publisher: YES **Distributor:** YES
Hardware Preference: IBM 5120, SYSTEM 23/DATAMASTER
Programs Needed: ACCOUNTING, PAYROLL AND PERSONNEL
Languages: FORTRAN, BASIC, MBASIC
Operating Systems: CP/M-80, OSDOS
Microprocessor(s): 8080, 8088
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: PROVIDES SOFTWARE SOLUTIONS TO CPA'S, PUBLIC ACCOUNTANTS, AND ACCOUNTING FIRMS.

MANAGEMENT TECHNOLOGY

BOX 6075
DENVER, CO 80206
☎303-355-1452
☞**J. MEL HARRIS** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1977
Employees: 15
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: SEND PROGRAM PROPOSAL
Hardware Preference: IBM PC
Programs Needed: DATA MANAGEMENT, EDUCATIONAL, LEGAL
Languages: MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 8088
Documentation Required: NONE
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES 10-25%
Comments: SEND NO. 10 SAE AND 37 CENTS POSTAGE FOR GUIDELINES

MANHATTAN SOFTWARE

BOX 1063
WOODLAND HILLS, CA 91365
☎213-453-6943
☞**CHARLES LEEDHAM** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1979
Employees: 4
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SEND PROPOSAL
Hardware Preference: APPLE, IBM PC, RADIO SHACK
Programs Needed: ACCOUNTING, DATA MANAGEMENT, GAMES, HOME / PERSONAL
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: APPLEDOS, CP/M-80, TRSDOS
Microprocessor(s): 6502, 8080, 8088
Documentation Required: NONE
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES 20%
Comments: NO ARCADE GAMES.

MANN DATA INC.

50 TOWER ROAD
NEWTON, MA 02164
☎617-964-3250
☞**JAMES H. GEISMAN** EXECUTIVE V.P.
Principal Business: PUBLISHER, ANALYSIS & DESIGN
Date Started: 1975
Employees: 20
Annual Sales: $200K
Mainframe: NO **Mini:** YES **Micro** NO
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY WITH DESCRIPTION
Hardware Preference: IBM S/34, S/38
Programs Needed: COMMERCIAL, MICRODATA, INVENTORY CONTROL AND APPLICATIONS
Languages: COBOL, FORTRAN
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** NEGOTIABLE
Comments: LOOKING FOR COMMERCIAL BUSINESS

MARATHON MICROSYSTEMS

2610 GRANT STREET
EVANSTON, IL 60201
☎312-864-6289
☞**PAUL P. GUTELIUS**
Principal Business: OEM, DISTRIBUTOR, SOFTWARE HOUSE
Date Started: 1981
Employees: 2
Annual Sales: $100K
Mainframe: NO **Mini:** YES **Micro** YES
Distributor: YES
Submission Procedure: ENTIRE READY-FOR-SALE PACKAGE
Hardware Preference: IBM PC, RADIO SHACK
Programs Needed: AGRICULTURE, FINANCIAL, BUSINESS
Languages: COBOL, FORTRAN, MBASIC
Operating Systems: CP/M-80, MDOS, MP/M, CP/M 86
Microprocessor(s): 8080, 8088
Documentation Required: COMPLETE
◗**Evaluation Period:** 3-4 WEEKS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** ROYALTY AVERAGING 40% OF RETAIL
Comments: SEEKS AGRICULTURAL PROGRAMS FOR CROP RECORDS, DAIRY, BEEF COW/CALF, FEEDLOT AND POULTRY ACCOUNTING

MARKET PLANS INC.

PO BOX 10325
TAMPA, FL 33679
☎813-837-4655
☞**J. BROCKWAY**
Principal Business: PUBLISHER
Date Started: 1979
Employees: 20
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: ANY THAT RUN UNDER CP/M
Programs Needed: AGRICULTURE, EDUCATIONAL, ENGINEERING
Languages: BASIC, PROCESSOR TECK DISK BASIC
Operating Systems: CP/M-80
Microprocessor(s): 8088, Z-80
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** NEGOTIABLE
Comments: WRITE FOR MORE INFORMATION

MARTIN SPENCER & ASSOC. LTD.

PO BOX 2502
AUCKLAND I, NZ
☞**DR. M. B. SPENCER** PRESIDENT
Principal Business: PUBLISHER
Date Started: 1975
Employees: 11
Annual Sales: $1.2M
Mainframe: NO **Mini:** YES **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: IBM/GSD
Programs Needed: ALL TYPES
Languages: COBOL, FORTRAN, MBASIC
Operating Systems: CP/M-86, UNIX
Microprocessor(s): 8088
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 4 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** ROYALTY 40% OF RETAIL
Comments: MARKET PACKAGES THROUGHOUT AUSTRALIA

MATHEMATICAL SOFTWARE CO.

BOX 12349
EL CAJON, CA 92022
☎619-447-9533
☞**ALLAN EASTON** PARTNER
Principal Business: PUBLISHER
Date Started: 1982
Employees: 6
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES
Information Kit Available: YES
Submission Procedure: QUERY OR RESUME
Hardware Preference: APPLE, IBM PC
Programs Needed: FINANCIAL, ENGINEERING/ MATH
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8088
Documentation Required: COMPLETE
Evaluation Period: 1 WEEK
Marketing Rights: RIGHTS NEGOTIABLE
Payment Procedure: 25% ROYALTY
Comments: SIMULTANEOUS SUBMISSIONS OKAY, NO GAMES OR NON-MATH SUBJECTS.

MATRIX COMPUTER COMPANY

11 EMBARCADERO WEST
OAKLAND, CA 94607
☎415-451-2111
☞**ROBERT W. BETH** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1974
Employees: 12
Annual Sales: $300K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: HEWLETT PACKARD 250
Programs Needed: ACCOUNTING, FINANCIAL
Languages: ASSEMBLER, BASIC, PASCAL
Operating Systems: CPM/NET, CP/M2
Microprocessor(s): 8080, 8085, 8086, Z-80
Documentation Required: PARTIAL
Programming Assistance: YES
Evaluation Period: 2 WEEKS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Subsidies Available: YES
Comments: WRITE FOR MORE INFORMATION

MBA SYSTEMS AUTOMATION INC

3479 E. LIVINGSTON AVE
COLUMBUS, OH 43227
☎614-231-2130
☞**MARLIN L. BORSICK**
Principal Business: OEM, SOFTWARE MANUFACTURER
Date Started: 1978
Employees: 5
Annual Sales: $225K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: ENTIRE READY-FOR-SALE PACKAGE
Hardware Preference: IBM PC, COLUMBIA DATA PRODUCTS P/C
Programs Needed: FINANCIAL, HOME / PERSONAL, PROFESSIONAL
Languages: MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 8080, 8088, Z-80
Documentation Required: PARTIAL
Evaluation Period: 2-4 WEEKS
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: PURCHASE AT DISCOUNT OF 10-15% OFF LIST
Comments: WRITE FOR MORE INFORMATION

MAX ULE AND COMPANY INC

6 EAST 43RD ST
NEW YORK, NY 10017
☎800-223-6642
☞**SOFTWARE ACQUISITION MGR**
Principal Business: DISTRIBUTOR, SOFTWARE MANUFACTURER
Date Started: 1977
Employees: 1
Annual Sales: $100K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: ENTIRE READY-FOR-SALE PACKAGE
Hardware Preference: IBM PC, RADIO SHACK
Programs Needed: BUSINESS AND FINANCIAL
Languages: BASIC, COBOL, PASCAL
Operating Systems: CP/M-80, CP/M-86, MDOS
Microprocessor(s): 6809, 8080
Documentation Required: PARTIAL
Programming Assistance: YES
Evaluation Period: 1 MONTH
Marketing Rights: EXCLUSIVE WORLDWIDE
Payment Procedure: JOINT VENTURE AGREEMENT
Comments: SEEK SOFTWARE FOR STOCK MARKET ANALYSIS

MCE INCORPORATED

157 SOUTH KALAMAZOO MALL
SUITE 250
KALAMAZO, MI 49007
☎616-345-8681
☞**ALLEN KEMMEREN**
Principal Business: SOFTWARE HOUSE
Date Started: 1906
Employees: 12
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: ENTIRE READY-FOR-SALE PACKAGE
Hardware Preference: APPLE, ATARI, DATA GENERAL
Programs Needed: EDUCATIONAL, FINANCIAL, HOME / PERSONAL
Languages: APPLESOFT, MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 6502, 8080, 8088
Documentation Required: PARTIAL
Evaluation Period: 2 DAYS
Marketing Rights: EXCLUSIVE FOR SPECIFIC MARKETS
Payment Procedure: PURCHASE AT DISCOUNT OF 30-50% OFF LIST
Comments: SEEK HOME EDUCATION AND UTILITY PROGRAMS

MED SYSTEMS SOFTWARE

133 1/2 E. FRANKLIN ST
PO BOX 2674 STE 201
CHAPEL HILL, NC 27514
☎919-942-7949
☞**W. DENMAN, JR.**
Principal Business: PUBLISHER
Date Started: 1979
Employees: 10
Annual Sales: $100K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, ATARI, RADIO SHACK
Programs Needed: ANY TYPE
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8080
Documentation Required: PARTIAL
Programming Assistance: YES
Evaluation Period: 3 WEEKS
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: ROYALTIES, 20% OF GROSS
Comments: WRITE FOR INFORMATION

MEDIA SERVICE CONCEPTS INC.

1713 N. NORTH PARK
CHICAGO, IL 60614
☎312-951-2680
☞**ROGER SKOLNIK** PRESIDENT
Principal Business: PUBLISHER
Date Started: 1979
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SEND PROGRAM PROPOSAL
Hardware Preference: APPLE, IBM PC
Programs Needed: COMMUNICATIONS
Languages: BASIC, CBASIC, COBOL, FORTRAN, PASCAL
Operating Systems: APPLEDOS, CP/M-80, CP/M-86
Microprocessor(s): 6502, 8088
Documentation Required: NONE
Evaluation Period: VARIES
Marketing Rights: NEGOTIABLE
Payment Procedure: 5-15% ROYALTIES
Comments: CONTRACT WORK AVAILABLE - CUSTOM SOFTWARE FOR RADIO, TELEVISION, AND ADVERTISING AGENCIES - CALL FOR CURRENT NEEDS

MEDICAL SOFTWARE CONSORTIUM

502 SPRINGMONT DRIVE
HOPKINSVILLE, KY 42240
☎502-886-0208
☞**DR. BRAXTON H. DE GARMO** PRESIDENT
Principal Business: PUBLISHER
Date Started: 1982
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, IBM PC, RADIO SHACK
Programs Needed: GAMES, NUTRITION, FITNESS, HEALTH RELATED
Languages: MBASIC, PASCAL
Operating Systems: APPLEDOS, CP/M-80, UNIX
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
Evaluation Period: 3-4 WEEKS
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: MUST HAVE SOUND BASIS IN MEDICAL LITERATURE OR CURRENT KNOWLEDGE, SEES TREND IN MULTI-USER CAPABILITY

MEINCKE, PEARCE & CO INC

291 PARK AVE
PO BOX 807
WEEHAWKEN, NJ 07087
☎201-348-6633
☞**A. OLSON** VICE PRES.
Principal Business: PUBLISHER
Date Started: 1978
Employees: 20
Annual Sales: $250K
Mainframe: NO **Mini:** YES **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: IBM PC, HEWLETT/PACKARD-3000 SERIES III
Programs Needed: ACCOUNTING, BANKING, FINANCIAL
Languages: COBOL, FORTRAN
Operating Systems: CP/M-80, MPE 3
Microprocessor(s): 8088
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** NEGOTIABLE
Comments: WRITE FOR INFORMATION

MERCER SYSTEMS INC

87 SCOOTER LA
HICKSVILLE, NY 11801
☎516-796-9392
☞**B. MERCER**
Principal Business: PUBLISHER
Date Started: 1979
Employees: 3
Annual Sales: $100K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY WITH DESCRIPTION
Hardware Preference: RADIO SHACK
Programs Needed: EDUCATIONAL
Languages: BASIC, MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 8080
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES, UP TO 22%
Comments: PROGRAMS FOR PRE-SCHOOL AGE TO GRADE 12

MERLAN SCIENTIFIC LTD

247 ARMSTRONG AVE
GEORGETOWN, ONTARIO L7G4X6
☎416-877-0171
☞**DAVID WHITING** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1970
Employees: 4
Annual Sales: $600K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: APPLE II, II PLUS, COMMODORE PET
Programs Needed: EDUCATIONAL
Languages: APPLESOFT, ASSEMBLER, BASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 6800, 8080, 8085
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: LOOKING FOR WELL-DOCUMENTED PROGRAMS

METAMORPHICS INC

154 MONTGOMERY AVE
BALA CYNWYD, PA 19004
☎215-668-9000
☞**MILTON SELIGMAN** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1978
Employees: 16
Annual Sales: $2.5M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Information Kit Available: YES
Submission Procedure: QUERY
Hardware Preference: IBM PC, TI-DS99-1, 2
Programs Needed: INSURANCE
Languages: ASSEMBLER, BASIC, COBOL, FORTRAN
Operating Systems: CP/M-80, MSDOS, UCSD PASCAL
Microprocessor(s): 6502, 6800, 8080, 8085
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: INSURANCE ONLY

METASOFT CORPORATION

711 E. COTTONWOOD LANE
SUITE E
CASA GRANDE, AZ 85222
☎602-961-0003
☞**JOSEPH W. HOWARD** PRESIDENT
Principal Business: DISTRIBUTOR, SOFTWARE MANUFACTURER
Date Started: 1979
Employees: 22
Annual Sales: $1.9M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY WITH DESCRIPTION OF PROGRAM
Hardware Preference: IBM PC, NEC-PC 8000, SONY SMC-70, VICTOR 9000, ZENITH
Programs Needed: BUSINESS, FINANCIAL, PROFESSIONAL
Languages: ASSEMBLER, BASIC, COBOL, MBASIC
Operating Systems: CP/M-80, MDOS, MP/M
Microprocessor(s): 8080, 8085, 8086, 8600
Documentation Required: SOURCE REQUIRED
◗**Evaluation Period:** 1 MONTH
Marketing Rights: NON-EXCLUSIVE, EXCLUSIVE WORLDWIDE
■**Payment Procedure:** PURCHASE AT DISCOUNT, ROYALTIES
Comments: SEEK SOFTWARE FOR OFFICE AUTOMATION, WITH COMMUNICATIONS, GRAPHICS, PLANNING, ETC.

MICAH-MICRO APPLICATIONS

15 PRINCESS STREET
SAUSALITO, CA 94965
☎415-331-6422
☞**DR. JEROME FREEDMAN**
Principal Business: OEM, SOFTWARE HOUSE, CONSULTING FIRM
Date Started: 1978
Employees: 1
Annual Sales: $120K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: ENTIRE READY FOR SALE PACKAGE
Hardware Preference: IBM PC, CROMEMCO
Programs Needed: BUSINESS, EDUCATIONAL, FINANCIAL, PROFESSIONAL
Languages: MBASIC
Operating Systems: CP/M-80, MDOS, MP/M
Microprocessor(s): 8080, 8088, Z-80
Documentation Required: PARTIAL
◗**Evaluation Period:** 1-3 WEEKS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT OF 20-50% OFF LIST
Comments: WRITE FOR INFORMATION

Notes

MICRO APPLICATIONS GROUP

20201 SHERMAN WAY
SUITE 205
CONOGA PARK, CA 91306
☎213-700-1426
☞**GREG B. SCOTT** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1978
Employees: 7
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES ***Distributor:*** YES
Submission Procedure: QUERY
Hardware Preference: CP/M COMPATIBLE
Programs Needed: DATA MANAGEMENT, UTILITIES, SCREEN GENERATORS
Languages: COBOL, FORTRAN, PASCAL, ASSEMBLER
Operating Systems: CP/M-80, CP/M-86
Microprocessor(s): CP/M COMPATIBLE
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** ROYALTIES OR OUTRIGHT PURCHASE
Comments: WRITE FOR INFORMATION

MICRO BUSINESS SYSTEMS INC.

7725 BROADWAY
SUITE B
MERRILLVILLE, IN 46410
☎219-769-3445
☞**ROGER PACE** SOFTWARE ACQUISITION MANAGER
Principal Business: SOFTWARE HOUSE, HARDWARE RETAILER
Date Started: 1979
Employees: 5
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: DEMO & DOCUMENTATION
Hardware Preference: VARIOUS
Programs Needed: CONSTRUCTION, FINANCIAL, BUSINESS, PROFESSIONAL
Languages: COBOL, FORTRAN, MBASIC
Operating Systems: CP/M-80, CP/M-86, MP/M
Microprocessor(s): 8080, Z-80, 8085, 8085A
Documentation Required: COMPLETE
◗**Evaluation Period:** 3 MONTHS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT 10-50% OFF LIST
Comments: SEEKING SOFTWARE FOR ESTIMATING & INVENTORY

MICRO COMPUTER SERVICE INC

2885 EAST AURORA
SUITE 14B
BOULDER, CO 80303
☎303-447-9471
☞**JAMES L. AUGUST** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 1976
Employees: 12
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: VARIOUS
Programs Needed: EDUCATIONAL, MEDICAL, HEALTH
Languages: ASSEMBLER, BASIC, MBASIC
Operating Systems: CP/M-80, CP/M-86
Microprocessor(s): 6800, 8080, 8085
Documentation Required: COMPLETE
Programming Assistance: YES
Evaluation Period: 4-6 WEEKS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Subsidies Available: YES
Comments: HEALTH AND SELF IMPROVEMENT PROGRAMS

MICRO D

17406 MT CLIFFWOOD CIRCLE
FOUNTAIN VALLEY, CA 92708
☎714-540-4781
☞**MICHAEL SHEA** V.P. MARKETING
Principal Business: DISTRIBUTOR
Date Started: 1979
Employees: 100
Annual Sales: $50M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: LETTER PREFERRED
Hardware Preference: APPLE, COMMODORE, RADIO SHACK
Programs Needed: FINANCIAL, GAMES, SCIENTIFIC
Languages: APPLESOFT, FORTRAN, MBASIC
Operating Systems: CP/M-80, XENIX, MDOS, MP/M
Microprocessor(s): 6502, 8080, 8088
Documentation Required: PARTIAL
Evaluation Period: 1 MONTH
Marketing Rights: EXCLUSIVE FOR SPECIFIC MARKET
Payment Procedure: PURCHASE AT DISCOUNT OF 45-75% OFF LIST
Comments: FOR SELF PUBLISHERS THEY PROVIDE ADVERTISING AND NEGOTIATE ROYALTIES

MICRO FIVE CORP.

17791 SKY PARK CIRCLE
IRVINE, CA 92714
☎714-957-1517
☞**MARK LEWIS** SALES VICE-PRESIDENT
Principal Business: HARDWARE MANUFACTURER
Date Started: 1977
Employees: 50
Annual Sales: $1M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: ENTIRE READY-FOR-SALE PACKAGE
Hardware Preference: MODEL 1540
Programs Needed: VARIOUS
Languages: BASIC, COBOL, FORTRAN
Operating Systems: MSDOS, CP/M-80, STARDOS
Microprocessor(s): 8086
Documentation Required: COMPLETE
Evaluation Period: 6 WEEKS
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: ROYALTY ONE-TIME SOURCE PURCHASE
Comments: WRITE FOR MORE INFORMATION

MICRO LAB

3218 SKOKIE VALLEY ROAD
HIGHLAND PARK, IL 60035
☎312-433-7550
☞**ROSALIE DIXLER** PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER & DEVELOPER
Date Started: 198
Employees: 20
Annual Sales: $3.5K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: APPLE II, II PLUS
Programs Needed: ACCOUNTING, EDUCATIONAL, DATA MANAGEMENT
Languages: APPLESOFT, ASSEMBLER, BASIC, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
Evaluation Period: 2-4 WEEKS
Marketing Rights: VARIES
Payment Procedure: NEGOTIABLE
Subsidies Available: YES
Comments: WRITE FOR INFORMATION

MICRO-80 INCORPORATED

2665 NORTH BUSBY ROAD
OAK HARBOR, WA 98277
☎206-675-6143
☞**BILL GOSNEY**
Principal Business: DISTRIBUTOR, SOFTWARE MANUFACTURER
Date Started: 1980
Employees: 15
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: LETTER PREFERRED
Hardware Preference: RADIO SHACK
Programs Needed: EDUCATIONAL, FINANCIAL, HOME / PERSONAL
Languages: ALGOL, MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 6809, 8080
Documentation Required: PARTIAL
Evaluation Period: 2 MONTHS
Marketing Rights: EXCLUSIVE FOR SPECIFIC MARKETS
Payment Procedure: PURCHASE AT DISCOUNT 40-66% OFF LIST
Comments: WRITE FOR MORE INFORMATION

MICRO-ED INC

BOX 444005
EDEN PRAIRIE, MN 55344
☎612-944-8750
☞**GEORGE F. EBSENSEN** SALES COORDINATOR
Principal Business: SOFTWARE HOUSE
Date Started: 1978
Employees: 9
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: SEND PROGRAM
Hardware Preference: ALTAIR, COMMODORE, RADIO SHACK
Programs Needed: EDUCATIONAL ONLY
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
Programming Assistance: YES
Evaluation Period: 2 WEEKS
Marketing Rights: EXCLUSIVE
Payment Procedure: ROYALTIES, 20%
Comments: GOOD CONTEXT AND SCREEN DISPLAY ARE A MUST

MICRO-LABS INC

902 PINECREST
RICHARDSON, TX 75080
☎512-458-5320
☞**TED CARTER**
Principal Business: DISTRIBUTOR, PUBLISHER
Date Started: 1978
Employees: 10
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK
Programs Needed: GAMES, GRAPHICS, BUSINESS
Languages: BASIC, COBOL, MBASIC
Operating Systems: CP/M-80
Microprocessor(s): MOTOROLA 6809
Documentation Required: PARTIAL
Programming Assistance: YES
Evaluation Period: 1 MONTH
Marketing Rights: VARIES
Payment Procedure: OUTRIGHT PURCHASE
Comments: LOOKING FOR GOOD GRAPHICS

MICRO-SYSTEMS SOFTWARE INC

4301-18 OAK CIRCLE
BOCA RATON, FL 33431
☎305-983-3390
☞**MARK R. LAUTENSCHIAGER**
Principal Business: DISTRIBUTOR, PUBLISHER
Date Started: 1977
Employees: 15
Annual Sales: $200K
Mainframe: NO **Mini:** YES **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: IBM PC, RADIO SHACK, LNW 80
Programs Needed: BUSINESS, UTILITIES
Languages: COBOL, FORTRAN, MBASIC
Operating Systems: CP/M-80, MP/M
Microprocessor(s): 8080, 8088
Documentation Required: PARTIAL
Evaluation Period: 3-6 WEEKS
Marketing Rights: VARIES
Payment Procedure: ROYALTIES
Comments: NO GAMES OR HOME-ORIENTED PACKAGES

MICRO-WARE DISTRIBUTING INC

1342 B ROUTE 23
BUTLER, NJ 07405
☎201-838-9027
☞**LOU PLOCH**
Principal Business: HARDWARE MANUFACTURER, DISTRIBUTOR
Date Started: 1980
Employees: 4
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, COMMODORE, CBM/64
Programs Needed: EDUCATIONAL, FINANCIAL, GAMES
Languages: APPLESOFT, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502
Documentation Required: PARTIAL
Evaluation Period: 3-4 WEEKS
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: PURCHASE AT DISCOUNT
Comments: WRITE FOR MORE INFORMATION

MICROBYTE COMPUTER SYSTEMS

2798 S. BASCOM AVE.
SAN JOSE, CA 95124
☞**R. LYN** SOFTWARE ACQUISITION MGR.
Principal Business: PUBLISHER
Date Started: 1976
Employees: 9
Annual Sales: $350K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: CP/M COMPATIBLE
Programs Needed: BUSINESS
Languages: BASIC, APL, PASCAL
Operating Systems: CP/M-80, CP/M-86
Microprocessor(s): 8080, 8086, 8088, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
Evaluation Period: 3 MONTHS
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: BUSINESS ONLY

MICROCOMPUTER CONSULTANTS

PO BOX 1377
903 3rd ST.
DAVIS, CA 95617
☎916-756-8104
☞**CHARLES RUSSELL** PRESIDENT
Principal Business: SOFTWARE HOUSE, CONSULTANT
Date Started: 1978
Employees: 7
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: CP/M COMPATIBLE
Programs Needed: ACCOUNTING, BUSINESS, INVENTORY, ARCHITECTS JOB COST CONTROL
Languages: BASIC, CBASIC, PASCAL
Operating Systems: CP/M-80, CP/M-86
Microprocessor(s): 8080, 8085, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
Evaluation Period: 1 MONTH
Marketing Rights: EXCLUSIVE
Payment Procedure: ROYALTIES % NEGOTIABLE OR OUTRIGHT PURCHASE
Comments: BUSINESS ONLY

MICROCOMPUTER CONSULTING SERV

8308 JUNIPER
FORT WORTH, TX 76180
☎817-498-6390
☞**MARK BYRD**
Principal Business: OEM, DISTRIBUTOR, SOFTWARE HOUSE
Date Started: 1978
Employees: 3
Annual Sales: $200K
Mainframe: NO **Mini:** YES **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY, TELEPHONE CALL PREFERRED
Hardware Preference: COMMODORE, IBM PC
Programs Needed: BUSINESS, FINANCIAL, SYSTEMS PROGRAMS
Languages: COBOL, FORTRAN, MBASIC
Operating Systems: CP/M-80, UNIX, MP/M
Microprocessor(s): 8080, 8088
Documentation Required: SOURCE REQUIRED
Evaluation Period: 2 WEEKS
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: ROYALTY AVERAGING 20% OF RETAIL
Comments: WRITE FOR MORE INFORMATION

MICROCOMPUTER INVESTORS ASSOC

902 ANDERSON DRIVE
FREDERICKSBURG, VA 22405
☎703-371-5474
☞**JACK WILLIAMS** EDITOR
Principal Business: SOFTWARE HOUSE
Date Started: 1976
Employees: 10
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: REQUEST INFORMATION PACKET-$5.00
Hardware Preference: APPLE, DEC, IBM PC, NORTHSTAR
Programs Needed: ACCOUNTING, COMMUNICATIONS, COMPUTER LANGUAGES
Languages: APPLESOFT, MBASIC
Operating Systems: APPLEDOS, CP/M-80, MDOS
Microprocessor(s): 6502, 6800, 8080, 8088
Documentation Required: NONE
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** PARTICIPATING MEMBERSHIP
Comments: NO SIMULTANEOUS SUBMISSIONS, BUYS ALL RIGHTS WITH PROGRAMMER ABLE TO OBTAIN RIGHTS

MICROCOMUTER WORKSHOPS CORP

225 WESTCHESTER AVE
PORT CHESTER, NY 10573
☎914-937-5440
☞**BARBARA ROSS**
Principal Business: PUBLISHER
Date Started: 1981
Employees: 6
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY AND PROPOSAL
Hardware Preference: APPLE, ATARI, COMMODORE, IBM PC
Programs Needed: EDUCATIONAL, HOME / PERSONAL
Languages: APPLESOFT, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
◗**Evaluation Period:** 1-3 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES, 15-30%
Comments: WRITE FROM OUR DESIGNS OR CONVERT EXISTING PROGRAMS

MICROFUTURES

BOX 2765
LIVONIA, MI 48154
☎313-422-0914
☞**JEFFREY A. MILLER** OWNER
Principal Business: PUBLISHER
Date Started: 1978
Employees: 5
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY, PROPOSAL
Hardware Preference: APPLE, IBM PC, RADIO SHACK
Programs Needed: AGRICULTURE, COMMUNICATIONS, DATA MANAGEMENT
Languages: APPLESOFT, FORTRAN, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
◗**Evaluation Period:** 1-2 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES, 5-20%
Comments: HI-RES ONLY, SEEKS PORTFOLIO MANAGEMENT AND DEALER/BROKER AIDS, NO GAMES

MICROHOUSE

PO BOX 499
BETHLEHEM, PA 18016
☎215-868-8219
☞**GEORGE GAMARD**
Principal Business: DISTRIBUTOR, HARDWARE/SOFTWARE RETAILER
Date Started: 1979
Employees: 19
Annual Sales: $2M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: ENTIRE READY FOR SALE PACKAGE, DEMO
Hardware Preference: APPLE, IBM PC
Programs Needed: EDUCATIONAL, FINANCIAL, GAMES
Languages: APPLESOFT, FORTRAN, PASCAL
Operating Systems: CP/M-80, MP/M, CP/M 86
Microprocessor(s): 6502, 8080, 8088
Documentation Required: PARTIAL
◗**Evaluation Period:** 1 MONTH
Marketing Rights: SOME EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT
Comments: WRITE FOR MORE INFORMATION

MICROMETHODS

BOX G
WARRENTON, OR 97146
☎503-861-1765
☞**JACK DENNON** OWNER
Principal Business: PUBLISHER
Date Started: 1978
Employees: 4
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: SEND COMPLETE PROGRAM
Hardware Preference: COMMODORE
Programs Needed: SCIENTIFIC, UTILITIES
Languages: BASIC, MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 6502
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 1 WEEK
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** ROYALTIES, ADVANCES, 15-30%
Subsidies Available: YES
Comments: LOOKING FOR WELL-DOCUMENTED PROGRAMS

MICROQ INC

3843 PLAZA DRIVE
FAIRFAX, VA 22030
☎703-385-6450
☞**WARNER ALEXANDER** PRESIDENT
Principal Business: PUBLISHER
Date Started: 1983
Employees: 6
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY, RESUME AND CREDITS
Hardware Preference: IBM PC, SEIKO TELEVIDEO
Programs Needed: ACCOUNTING, FINANCIAL, BUSINESS
Languages: ASSEMBLER, MBASIC, PASCAL
Operating Systems: CP/M-80
Microprocessor(s): 8088, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES
Comments: NO GAMES, SEEKS CUSTOM PROGRAMMING AND MODIFICATIONS TO ACCOUNTING SOFTWARE

Notes

MICROSERVE INC.

276 FIFTH AVE
NEW YORK, NY 10001
☎213-683-2811
☞**HAROLD J. BONDY**
Principal Business: PUBLISHER, DISTRIBUTOR
Date Started: 1979
Employees: 6
Annual Sales: $600K
Mainframe: NO **Mini:** YES **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SHORT PROGRAM DESCRIPTION
Hardware Preference: NO PREFERENCE
Programs Needed: CONSTRUCTION, MEDICAL, TAX PREPARATION
Languages: COBOL, FORTRAN, MBASIC
Operating Systems: CP/M-80, TURBODOS, MP/M
Microprocessor(s): VARIOUS
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** NEGOTIABLE
Comments: WRITE FOR MORE INFORMATION

MICROSOFT CORP.

19700 NORTHRUP WAY
BELLEVUE, WA 98004
☎206-828-8080
☞**A. B. BOYD** PRODUCT ACQUISITION MGR.
Principal Business: PUBLISHER
Date Started: 1975
Employees: 200
Annual Sales: $50M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE II, II PLUS, RADIO SHACK MOD I, II, III
Programs Needed: EDUCATIONAL, OPERATING SYSTEMS, UTILITIES
Languages: COBOL, MBASIC
Operating Systems: CP/M-80, MSDOS, UNIX, ZDOS
Microprocessor(s): 6502, 8080, 8085, 8086, Z-8000
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 8 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES OR OUTRIGHT PURCHASE
Comments: QUALITY PROGRAMS

MICROSPEC

BOX 863085
PLANO, TX 75086
☎214-867-1333
☞**RICHARD WILLIAMSON** VICE PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1977
Employees: 200
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY, RESUME
Hardware Preference: IBM PC, COMMODORE, EPSON
Programs Needed: ACCOUNTING, DATA MANAGEMENT, FINANCIAL
Languages: MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 1-2 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES, 10-20%
Comments: PROGRAMS MUST BE 100% BUG-FREE AND EASY TO USE

MICROTECH EXPORTS INC.

467 HAMILTON AVE
SUITE 2A
PALO ALTO, CA 94301
☎415-324-9114
☞**CORWIN NICHOLS** DIRECTOR OF MARKETING
Principal Business: SOFTWARE HOUSE, DISTRIBUTOR
Date Started: 1979
Employees: 7
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY, PROGRAM ON DISK WITH SOURCE CODE
Hardware Preference: DEC, RADIO SHACK, CP/M COMPATIBLE
Programs Needed: EDUCATIONAL, GAMES, HOME / PERSONAL
Languages: BASIC, COBOL
Operating Systems: CP/M-80, UNIX, CP/M 86
Microprocessor(s): 8080, Z80
Documentation Required: SOURCE REQUIRED
Programming Assistance: YES
◗**Evaluation Period:** 6 WEEKS
Marketing Rights: EXCLUSIVE WORLDWIDE
■**Payment Procedure:** CONTRACT CUSTOMIZED THROUGH NEGOTIATIONS
Comments: SEEKS SOFTWARE CONVERSION PROGRAMS

MICROWISE SOLUTIONS

253 FIFTH AVENUE
NEW YORK, NY 10016
☎212-889-7310
☞**MICHAEL L. JACOBSON**
Principal Business: DISTRIBUTOR
Date Started: 1981
Employees: 3
Annual Sales: $100K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: LETTER PREFERRED
Hardware Preference: IBM PC, RADIO SHACK
Programs Needed: FINANCIAL, MANUFACTURING, SCIENTIFIC
Languages: CBASIC, FORTRAN, PASCAL
Operating Systems: CP/M-80, UNIX, MDOS
Microprocessor(s): 8085, 8088, Z-80
Documentation Required: PARTIAL
◗**Evaluation Period:** 1-2 MONTHS
Marketing Rights: NON-EXCLUSIVE, EXCLUSIVE WORLDWIDE
■**Payment Procedure:** PURCHASE AT DISCOUNT OF 20-60% OFF LIST
Comments: SEEKING PROGRAMS FOR MULTI-PROJECT USERS AND FOR ENGINEERING AND GRAPHIC APPLICATIONS

MIDCOM CORP.

1940 N. TUSTIN
SUITE 117
ORANGE, CA 92265
☎714-998-6041
☞**STEPHEN F. GRANDE**
Principal Business: PUBLISHER
Date Started: 1980
Annual Sales: $3M
Mainframe: YES **Mini:** YES **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: DEC, ANY DIGITAL PRODUCT
Programs Needed: ANY TYPE
Languages: COBOL, FORTRAN, MBASIC
Operating Systems: VAX/UMS, RSX-11M
Microprocessor(s): LSI-11, Z80/80A
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 4 WEEKS
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** ROYALTIES
Comments: CONTRACT WORK AVAILABLE

MILLIKEN PUBLISHING CO

1100 RESEARCH BLVD
ST. LOUIS, MO 63132
☎314-991-4220
☞**JAMES CRAWFORD** PRESIDENT
Principal Business: PUBLISHER, SOFTWARE HOUSE
Date Started: 1960
Employees: 80
Annual Sales: $2.5M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: PROPOSAL
Hardware Preference: APPLE, ATARI, IBM PC
Programs Needed: EDUCATIONAL, GAMES, HOME / PERSONAL
Languages: APPLESOFT, ASSEMBLER, FORTRAN, MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
Programming Assistance: YES
◆**Evaluation Period:** 3 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES, 5%
Subsidies Available: YES
Comments: CONTRACT WORK FOR CONVERSION OF EXISTING PROGRAMS TO IBMPC AND TI

MILTON BRADLEY CO.

443 SHAKER ROAD
EAST LONGMEADOW, MA 01028
☎413-525-6411
☞**RONALD O. WEINGARTNER** DIR. OF SALES & DEVELOP.
Principal Business: PUBLISHER
Date Started: 1982
Employees: 7
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Submission Procedure: QUERY OR PROPOSAL
Hardware Preference: APPLE, IBM PC
Programs Needed: EDUCATIONAL (K12-6)
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8080, 8088
Documentation Required: NONE
◆**Evaluation Period:** 3 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES OR OUTRIGHT PURCHASE
Comments: GIVE CLEAR WRITTEN SPECIFICATIONS AND DEFINITIONS OF YOUR PROGRAM

MIRACLE COMPUTING

313 CLAYTON CT
LAWRENCE, KS 66044
☎913-843-5863
☞**RICHARD ELLIOTT** PRESIDENT
Principal Business: PUBLISHER
Date Started: 1981
Employees: 5
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY, SEND $2.50
Hardware Preference: IBM PC
Programs Needed: ACCOUNTING, COMMUNICATIONS, EDUCATIONAL
Languages: MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 8080, 8088
Documentation Required: NONE
◆**Evaluation Period:** 3 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES, 25% TO 75%
Comments: SEEKS VERTICAL MARKET SOFTWARE

MIS INCORPORATED

PO BOX 596
NICEVILLE, FL 32578
☎904-678-3228
☞**MARK TURNER**
Principal Business: DISTRIBUTOR, SOFTWARE HOUSE, OEM
Date Started: 1980
Employees: 3
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: LETTER PREFERRED
Hardware Preference: IBM PC, RADIO SHACK
Programs Needed: BUSINESS, FINANCIAL, RELIGIOUS
Languages: BASIC, MBASIC
Operating Systems: MDOS, CP/M 86
Microprocessor(s): 8080, 8088
Documentation Required: PARTIAL
◆**Evaluation Period:** 1-4 MONTHS
Marketing Rights: EXCLUSIVE FOR SPECIFIC MARKETS
■**Payment Procedure:** PURCHASE AT DISCOUNT OF 25-60% OFF LIST
Comments: SEEKING CHURCH ADMINISTRATION AND WORD PROCESSING SOFTWARE

MLI MICROSYSTEMS

BOX 825
FRAMINGHAM, MA 01701
☎617-926-2055
☞**PETER GORDON** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1981
Employees: 2
Annual Sales: $100K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SEND PROGRAM
Hardware Preference: APPLE, IBM PC
Programs Needed: ACCOUNTING, COMPUTER LANGUAGES, GAMES
Languages: BASIC, MBASIC, PASCAL
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8088
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES
Comments: SEEKS ORIGINAL CONCEPTS WITH MASS MARKET APPEAL

MMG MICRO SOFTWARE

1000 OFFICE PARK
ENGLISHTOWN, NJ 07726
☎201-972-1266
☞**GREG PFREMMER** VICE PRES.
Principal Business: SOFTWARE HOUSE
Date Started: 1981
Employees: 10
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, COMMODORE, IBM PC
Programs Needed: ACCOUNTING, FINANCIAL, GAMES
Languages: APPLESOFT, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8088
Documentation Required: NONE
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES 10-20%
Comments: WRITE FIRST FOR CONFIDENTIAL DISCLOSURE FORM

MONUMENT COMPUTER SERVICE

BOX 603
JOSHUA TREE, CA 92252
☎619-365-6668
☞**ED MARTIN** GENERAL MANAGER
Principal Business: SOFTWARE HOUSE
Date Started: 1980
Employees: 5
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SEND PROPOSAL
Hardware Preference: APPLE, IBM PC, RADIO SHACK
Programs Needed: ACCOUNTING, DATA MANAGEMENT, FINANCIAL
Languages: APPLESOFT, FORTRAN, MBASIC
Operating Systems: APPLEDOS, CP/M-80, TRSDOS
Microprocessor(s): 6502, 8080, 8088
Documentation Required: NONE
◗**Evaluation Period:** 1 MONTH
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES OR OUTRIGHT PURCHASE
Comments: WRITE FOR MORE INFORMATION

MORGAN COMPUTING CO.

10400 N. CENTRAL EXPWY
DALLAS, TX 75231
☎214-739-5895
☞**CHRIS MORGAN** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1982
Employees: 4
Annual Sales: $100K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY OR RESUME
Hardware Preference: IBM PC
Programs Needed: FINANCIAL, REAL ESTATE, UTILITIES
Languages: ASSEMBLER, FORTRAN, MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 8080, 8088
Documentation Required: COMPLETE
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** ROYALTIES, 15-23%
Comments: NO GAMES, SPREAD SHEET, WORD PROCESSING OR ACCOUNTING

MOUNTAIN VIEW PRESS INC

BOX 4656
MOUNTAIN VIEW, CA 94040
☎415-961-4103
☞**ROY C. MARTENS** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1972
Employees: 6
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY, RESUME
Hardware Preference: APPLE, COMMODORE, OSBORNE
Programs Needed: SEEKS FORTH LANGUAGE PROGRAMS OF ALL TYPES
Languages: APPLESOFT, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 6809, 8080, 8088
Documentation Required: PARTIAL
Programming Assistance: YES
◆**Evaluation Period:** 1 MONTH
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** ROYALTIES, 5-15%
Comments: SEEKS EDUCATIONAL, OPERATING SYSTEMS

MSB CONSULTING

890 RIDGEWOOD RD.
MILLBURN, NJ 07091
☞**MITCHELL BRANDWIN** PRESIDENT
Principal Business: SOFTWARE HOUSE, OEM, CONSULTANT
Date Started: 1980
Employees: 4
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SOFTWARE AND DOCUMENTATION
Hardware Preference: IBM PC, RADIO SHACK
Programs Needed: CONSTRUCTION, MANUFACTURING, OPERATING SYSTEMS, BUSINESS
Utilities: DEBUGGING
Languages: COBOL, FORTRAN, MBASIC
Operating Systems: CP/M-80, CP/M-86, UNIX, OASIS-16, OASIS
Microprocessor(s): 8080, 8088, Z-80
Documentation Required: PARTIAL
◆**Evaluation Period:** 1-4 WEEKS
Marketing Rights: EXCLUSIVE FOR SPECIFIC MARKETS
■**Payment Procedure:** PURCHASE AT DISCOUNT OF 40-80% OFF LIST
Comments: QUALITY BUSINESS SYSTEMS

MUMFORD MICRO SYSTEMS

BOX 400
SUMMERLAND, CA 93067
☎805-969-4557
☞**BRYON MUMFORD**
Principal Business: DISTRIBUTOR, PUBLISHER
Date Started: 1979
Employees: 17
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK
Programs Needed: UTILITIES
Languages: MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 8080
Documentation Required: PARTIAL
Programming Assistance: YES
◆**Evaluation Period:** 2-4 WEEKS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** ROYALTY VARIES, USUALLY 20%
Comments: WRITE FOR MORE INFORMATION

MUSE SOFTWARE

347 N. CHARLES ST
BALTIMORE, MD 21201
☎301-659-7212
☞**SILAS WARNER**
Principal Business: PUBLISHER
Date Started: 1970
Employees: 11
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE
Programs Needed: BUSINESS, EDUCATIONAL
Languages: APPLESOFT
Operating Systems: APPLEDOS
Microprocessor(s): 6502
Documentation Required: PARTIAL
◆**Evaluation Period:** 2 WEEKS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** NEGOTIABLE
Comments: WRITE FOR MORE INFORMATION

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SWIG
Software Writers International Guild
P.O. Box 87
Stony Point, New York 10980
(914) 354-5585

N

NEC INFORMATION SYSTEMS

5 MILITIA DRIVE
LEXINGTON, MA 02173
☎617-862-3120
☞**PERSONAL COMPUTER DEPT.**
MARKETING MANAGER
Principal Business: SOFTWARE HOUSE
Date Started: 1977
Employees: 12
Annual Sales: $1M
Mainframe: NO **Mini:** YES **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: SEND PROPOSAL
Hardware Preference: NEC
Programs Needed: ALL TYPES
Languages: BASIC, COBOL, FORTRAN, SMART
Operating Systems: ASTRA-OS
Microprocessor(s): 2901, 2903, MUCOM 1600
Documentation Required: COMPLETE
◗**Evaluation Period:** 1 WEEK
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** NEGOTIABLE
Comments: COMPLETE AND ACCURATE DOCUMENTATION A "MUST"

NEW CLASSICS SOFTWARE

239 FOX HILL RD.
DENVILLE, NJ 07834
☎201-625-8838
☞**GEORGE BLANK** SOFTWARE ACQUISITION MANAGER
Principal Business: PUBLISHER
Date Started: 1981
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, IBM PC, RADIO SHACK
Programs Needed: COMMUNICATIONS, EDUCATIONAL, COMPUTER LANGUAGES, BUSINESS
Languages: APPLESOFT, MBASIC, PASCAL
Operating Systems: CP/M-80
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
◗**Evaluation Period:** 1 WEEK
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** 5-20% ROYALTIES
Comments: SEND SASE FOR GUIDELINES, ALSO SEEKS PROGRAM CONVERSION WORK - PAYMENT ROYALTY, HOUR OR JOB

Notes

NORTHWEST ANALYTICAL INC.

1532 S. W. MORRISON
PORTLAND, OR 97205
☎503-224-7727
☞**JEFFERY CAWLEY** SOFTWARE ACQUISITION MANAGER
Principal Business: SOFTWARE HOUSE, OEM
Date Started: 1978
Employees: 8
Annual Sales: $250K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: PRELIMINARY DOCUMENTATION
Hardware Preference: APPLE, IBM PC
Programs Needed: ENGINEERING/MATH, COMPUTER LANGUAGES, SCIENTIFIC
Languages: APPLESOFT, MBASIC, PASCAL
Operating Systems: CP/M-80, CP/M-86, MP/M
Microprocessor(s): 6502, 8088
Documentation Required: PARTIAL
◗**Evaluation Period:** VARIES
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** ROYALTY ON GROSS PROCEEDS
Comments: FOCUS ON LABORATORY QUALITY CONTROL & ECONOMETRIC & ANALYTICAL SOFTWARE SOFTWARE MUST SHOW UNDERSTANDING AT A PROFESSIONAL LEVEL

NOT-POLYOPTICS

13721
WOODBRIDGE, VA 22191
☎703-549-4622
☞**MICHAEL CAPOBIANCO** PROGRAM DEVELOPMENT
Principal Business: SOFTWARE HOUSE
Date Started: 1981
Employees: 3
Annual Sales: $300K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY
Hardware Preference: TEXAS INSTRUMENTS
Programs Needed: GAMES, HOME / PERSONAL, COMPUTER LANGUAGES
Languages: EXTENDED BASIC
Operating Systems: UCSD PASCAL
Microprocessor(s): 9900
Documentation Required: COMPLETE
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** 30-50% ON NET
Comments: SEND SASE IF YOU WISH MATERIALS RETURNED NO CONTRACT WORK

NSY SOFTWARE

73-32 136 ST.
FLUSHING, NY 11367
☎212-263-8296
☞**YONI ROBINSON** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1982
Employees: 3
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SEND PROGRAM
Hardware Preference: TEXAS INSTRUMENTS
Programs Needed: EDUCATIONAL, ENGINEERING/MATH, GRAPHICS, GAMES
Languages: BASIC, MBASIC, MACHINE
Operating Systems: CP/M-80
Microprocessor(s): TI 9900
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** 15-25% ROYALTIES
Comments: IF REJECTED REASON WILL BE GIVEN PLUS SUGGESTIONS

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Pomona, New York 10970

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OMEGA MICROWARE

222 S. RIVERSIDE
CHICAGO, IL 60606
☎312-648-4844
☞**HAROLD F. CLARK JR.** PRESIDENT
Principal Business: SOFTWARE HOUSE, HARDWARE VENDOR
Date Started: 1980
Employees: 12
Annual Sales: $4.9M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY WITH RESUME OR PROPOSAL
Hardware Preference: COMMODORE, IBM PC, ATARI, EAGLE, APPLE II, II PLUS
Programs Needed: VARIOUS
Languages: APPLESOFT, BASIC, COBOL, FORTRAN, MBASIC
Operating Systems: APPLEDOS, CP/M-80, CP/M-86, MSDOS
Microprocessor(s): 6502, 8080, 8088, Z-80, Z-80A
Documentation Required: COMPLETE
Evaluation Period: 1 WEEK
Marketing Rights: EXCLUSIVE
Payment Procedure: 15-30% ROYALTIES
Comments: "MUST HAVE DOCUMENTATION" - CONTRACT WORK BY JOB

ON LINE MICROCENTERS INC.

120L SAN LUIS OBISPO AVE.
HAYWARD, CA 94544
☎415-487-2300
☞**L. BUDER** EVALUATOR
Principal Business: DISTRIBUTOR
Date Started: 1980
Employees: 35
Annual Sales: $17M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: ENTIRE READY-FOR-SALE PACKAGE
Hardware Preference: IBM PC
Programs Needed: EDUCATIONAL, FINANCIAL, PROFESSIONAL
Languages: MBASIC, APL, FORTRAN
Operating Systems: CP/M-80, CP/M-86, UNIX, XENIX
Microprocessor(s): 8088
Documentation Required: PARTIAL
Evaluation Period: 1 MONTH
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: PURCHASE AT DISCOUNT OF 45-60% OFF LIST, ROYALTY 2% RETAIL
Comments: SEND PRICING & DISCOUNT STRUCTURE

ONYX SYSTEMS INC.

25 E. TRIMBLE ROAD
SAN JOSE, CA 95131
☎408-946-6330
☞**TED FERGUSON** SOFTWARE ACQUISITION
Principal Business: HARDWARE MANUFACTURER
Date Started: 1979
Employees: 150
Annual Sales: $40M
Mainframe: NO **Mini:** YES **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: ENTIRE READY-FOR-SALE PACKAGE
Hardware Preference: ONYX
Programs Needed: FINANCIAL, OPERATING SYSTEMS, BUSINESS
Languages: BASIC, COBOL
Operating Systems: CP/M-86, UNIX, XENIX, OASIS, OASIS-16, MP/M
Microprocessor(s): 8086, 8088
Documentation Required: NONE
Evaluation Period: 1 MONTH
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: NEGOTIATED
Comments: MULTIUSER-MULTIPROGRAMMING

OPTIMIZED SYSTEMS INC.

10379 LANSDALE AVENUE
CUPERTINO, CA 95014
☎408-446-3099
☞**BILL WILKINSON** PRESIDENT
Principal Business: PUBLISHER
Date Started: 1979
Employees: 6
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SHORT PROGRAM DESCRIPTION
Hardware Preference: APPLE, ATARI, COMMODORE
Programs Needed: EDUCATIONAL, OPERATING SYSTEMS, BUSINESS
Languages: APL, MBASIC, C/65, MAL/65
Operating Systems: OS/A+
Microprocessor(s): 6502
Documentation Required: COMPLETE
Programming Assistance: YES
Evaluation Period: 1-4 WEEKS
Marketing Rights: EXCLUSIVE PREFERRED
Payment Procedure: OUTRIGHT PURCHASE, ROYALTY NEGOTIABLE
Comments: EDUCATION NOT WRITTEN IN BASIC, NOT DRILL & PRACTICE

OSBORNE/MCGRAW HILL

630 BANCROFT WAY
BERKELEY, CA 94710
☞**DENISE EM PENROSE** ACQUISITION EDITOR
Principal Business: HARDWARE MANUFACTURER, PUBLISHER
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: OSBORNE
Programs Needed: ALL TYPES
Languages: VARIOUS
Operating Systems: CP/M-80
Microprocessor(s): 8080, 8088
◆**Evaluation Period:** 2 MONTHS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** FLAT FEE PER PUBLISHED PAGE
Comments: PROGRAMS NEEDED FOR PUBLICATION IN BOOK FORM

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NAME: _____

TITLE: _____

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P

PACIFIC SOFTWARE MFG. CO. INC.

TENTH AND PARKER
BERKELEY, CA 94710
☎415-486-2073
☞**JOAQUIN MILLER** SOFTWARE ACQUISITION MANAGER
Principal Business: SOFTWARE HOUSE
Date Started: 1981
Employees: 22
Annual Sales: $4M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: IBM PC
Programs Needed: FINANCIAL, OPERATING SYSTEMS, PROFESSIONAL
Languages: CBASIC, MBASIC, PASCAL
Operating Systems: CP/M-80, CP/M-86, UNIX, XENIX
Microprocessor(s): 8086, 8088
Documentation Required: SOURCE REQUIRED
◗**Evaluation Period:** 6 WEEKS
Marketing Rights: EXCLUSIVE FOR SPECIFIC MARKETS WORLDWIDE
■**Payment Procedure:** ROYALTIES 10-15% OF RETAIL
Comments: "SOURCE CODE, TECHNICAL DOCUMENTATION"

PEACHTREE SOFTWARE INC.

3445 PEACHTREE RD. N. E.
EIGHTH FLOOR
ATLANTA, GA 30326
☎404-239-3000
☞**RICHARD B. GLENN** SOFTWARE ACQUISITION MANAGER
Principal Business: HARDWARE MANUFACTURER
Date Started: 1975
Employees: 150
Annual Sales: $15M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: PROGRAM/PRODUCT DESCRIPTION
Hardware Preference: APPLE, ATARI, IBM PC, TEXAS INSTRUMENTS, COMMODORE
Programs Needed: EDUCATIONAL, FINANCIAL, GAMES, HOME / PERSONAL
Languages: APPLESOFT, BASIC, COBOL, PASCAL
Operating Systems: APPLEDOS, CP/M-80, CP/M-86, MSDOS
Microprocessor(s): 6502, 8088, TI 9900
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 3 MONTHS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** 10-20% ROYALTIES OF WHOLESALE
Comments: SEEKS VERTICAL ACCOUNTING APPLICATIONS

POWERSOFT INC.

BOX 157
PITMAN, NJ 08071
☎609-589-5500
☞**JAMES R. POWERS** SOFTWARE ACQUISITION MGR.
Principal Business: PUBLISHER
Date Started: 1978
Employees: 5
Annual Sales: $350K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, ATARI, NEC
Programs Needed: COMPUTER LANGUAGES, EDUCATIONAL, ENGINEERING/MATH, FINANCIAL, GAMES
Languages: APPLESOFT, BASIC, COBOL, FORTRAN
Operating Systems: APPLEDOS, CP/M-80, ASTRA-OS
Microprocessor(s): 6502, 8086, 2901, MUCOM 1600
Documentation Required: COMPLETE
◗**Evaluation Period:** 1 MONTH
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES 10-30%
Comments: PUBLISHES FOREIGN LANGUAGE PROGRAMS CONTRACT WORK AVAILABLE

PRECISION PEOPLE INC.

3452 NORTH RIDE CIRCLE S.
JACKSONVILLE, FL 32217
☎904-252-1096
☞**JOHN J. TRIFILETTI** SYSTEMS ANALYST
Principal Business: PUBLISHER
Date Started: 1978
Employees: 6
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SEND PROGRAM
Hardware Preference: APPLE, IBM PC, RADIO SHACK
Programs Needed: PSYCHOLOGICAL-ORIENTED ONLY TESTING & OFFICE SYSTEMS
Languages: APPLESOFT, BASIC, MBASIC, PASCAL
Operating Systems: APPLEDOS, CP/M-80, CP/M-86, TRSDOS
Microprocessor(s): 6502, 8080, 8088, Z-80
Documentation Required: COMPLETE
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** 15% ROYALTIES
Comments: FIELD TEST AND DEBUG ALL WORK

PRENTICE-HALL INC.

COLLEGE DIVISION
ROUTE 9W
ENGLEWOOD, NJ 07632
☎201-592-2000
☞**R. B. BARTLETT** SOFTWARE ACQUISITION MANAGER
Principal Business: PUBLISHER
Date Started: 1913
Employees: 5000
Annual Sales: $500M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: DISKETTE, 15-30 PGS. DESCRIPTION
Hardware Preference: APPLE, IBM PC, COMMODORE, RADIO SHACK, ATARI400/800
Programs Needed: EDUCATIONAL, FINANCIAL, SCIENTIFIC
Languages: APPLESOFT, 'C', MBASIC, PASCAL
Operating Systems: CP/M-80, UNIX, XENIX, TRSDOS
Microprocessor(s): 6502, 8080, 8086, 8088, Z-80
Documentation Required: COMPLETE
Evaluation Period: 2-3 WEEKS
Marketing Rights: EXCLUSIVE WORLDWIDE
Payment Procedure: ROYALTY 15-30% OF RETAIL
Comments: WRITE FIRST

Notes

PROGRAM DESIGN INC.

11 IDAR COURT
GREENWICH, CT 06830
☎203-661-8799
☞**JENNY TESAR** VICE-PRESIDENT
Principal Business: PUBLISHER
Date Started: 1978
Employees: 20
Annual Sales: $1M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SHORT PROGRAM DESCRIPTION
Hardware Preference: APPLE, ATARI
Programs Needed: EDUCATIONAL, GAMES
Languages: ASSEMBLER, BASIC, APPLESOFT
Operating Systems: APPLEDOS, CP/M-80, CP/M-86
Microprocessor(s): 6502
Documentation Required: COMPLETE
Programming Assistance: YES
Evaluation Period: 2 WEEKS
Marketing Rights: EXCLUSIVE
Payment Procedure: 15% FIRST 2000 20% ADDIT'L SALES BASED ON % GROSS RECEIPTS
Comments: WRITE FOR MORE INFORMATION

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SOFTWARE WRITERS INTERNATIONAL GUILD

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Q&R

QUALITY SOFTWARE

6660 RESEDA BLVD.
SUITE 105
RESEDA, CA 91335
☎213-344-6599
☞**BOB CHRISTIANSEN** SOFTWARE ACQUISITION MANAGER
Principal Business: PUBLISHER
Date Started: 1979
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, ATARI, RADIO SHACK, SORCERER
Programs Needed: COMPUTER LANGUAGES, UTILITIES, EDUCATIONAL
Languages: BASIC, APPLESOFT, MBASIC
Operating Systems: APPLEDOS, CP/M-80, TRSDOS, PCDOS
Microprocessor(s): 6502, 8080, Z-80
Documentation Required: PARTIAL
Programming Assistance: YES
Evaluation Period: 6 WEEKS
Marketing Rights: EXCLUSIVE
Payment Procedure: 25% ROYALTIES OR OUTRIGHT PURCHASE
Comments: WRITE FOR INFORMATION

QUIKDATA COMPUTER SERVICE

2918 SOUTH 7th STREET
SHEBOYGAN, WI 53081
☎414-452-4172
☞**HENRY FALE** SOFTWARE ACQUISITION MANAGER
Principal Business: SOFTWARE HOUSE
Date Started: 1977
Employees: 4
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: ENTIRE READY-FOR-SALE PACKAGE
Hardware Preference: ZENITH
Programs Needed: EDUCATIONAL, FINANCIAL, HOME / PERSONAL
Languages: BASIC, COBOL, FORTRAN, MBASIC
Operating Systems: CP/M-80, CP/M-86, HEATH HDOS, MP/M
Microprocessor(s): 8080, Z-80, Z-80A
Documentation Required: COMPLETE
Evaluation Period: 1-3 MONTHS
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: PURCHASE AT DISCOUNT 25-50% OFF LIST, ROYALTY 50% OF RETAIL
Comments: DEAL ONLY IN HEATH-ZENITH RELATED PRODUCTS

R2E OF AMERICA

2545 WEST COUNTY RD. C
ROSEVILLE, MN 55113
☎612-638-5900
☞**ED MUNSCH** SOFTWARE ACQUISITION MANAGER
Principal Business: HARDWARE MANUFACTURER, OEM
Date Started: 1974
Employees: 50
Annual Sales: $4.9M
Mainframe: NO **Mini:** YES **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: LETTER WITH DOCUMENTATION & CODE
Hardware Preference: APPLE, IBM PC, RADIO SHACK
Programs Needed: EDUCATIONAL, CONSTRUCTION, OPERATING SYSTEMS
Languages: COBOL, FORTRAN
Operating Systems: CP/M-80, CP/M-86, MP/M
Microprocessor(s): 8086, Z-80, Z-80A
Documentation Required: SOURCE REQUIRED
Evaluation Period: 3 WEEKS
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: PURCHASE AT DISCOUNT ROYALTY
Comments: WRITE FOR INFORMATION

READER'S DIGEST SERVICES INC. PLEASANTVILLE, NY 10570

☎**914-241-5738**
☞**KAREN HINEBAUGH** MICROCOMPUTER SOFTWARE DIV.
Principal Business: PUBLISHER
Date Started: 1981
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: NO PHONE CALLS, SEND PROPOSAL ONLY
Hardware Preference: APPLE, COMMODORE, IBM PC
Programs Needed: EDUCATIONAL, DATA MANAGEMENT, HOME / PERSONAL
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
Evaluation Period: 2-3 WEEKS
Marketing Rights: EXCLUSIVE
Payment Procedure: ROYALTIES OR OUTRIGHT PURCHASE
Comments: GUIDELINES FOR ACCEPTED PROPOSALS ONLY - INCLUDE FLOWCHART WITH PROPOSAL PACKAGE, CONTRACT WORK AVAILABLE - BY HOUR OR JOB

RADIO SHACK

1300 ONE TANDY CENTER
FT WORTH, TX 76102
☎817-390-3129
☞**PHIL KITCHEN** MGR. OUTSIDE SOFTWARE SUPPORT
Principal Business: HARDWARE MANUFACTURER
Date Started: 1921
Employees: 9999
Annual Sales: $1.8B
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK
Programs Needed: ALL TYPES
Languages: BASIC, ASSEMBLER, COBOL
Operating Systems: TRSDOS
Microprocessor(s): 68000, 8080, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** VARIES
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** NEGOTIABLE
Comments: MUST BECOME PART OF THE SOFTWARE SUPPORT PROGRAM

RAINBOW COMPUTING

9719 RESEDA BLVD.
NORTHRIDGE, CA 91324
☎213-349-0300
☞**GENE C. SPROUSE** PRESIDENT
Principal Business: SOFTWARE HOUSE, APPLE VENDOR
Date Started: 1976
Employees: 20
Annual Sales: $4.9M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: IBM PC, DEC, APPLE II, II PLUS, III
Programs Needed: VARIOUS
Languages: MBASIC, APPLESOFT, COBOL
Operating Systems: APPLEDOS, CP/M-80, CP/M-86
Microprocessor(s): 6502, 8086, 8088
◗**Evaluation Period:** 1 MONTH
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES
Comments: "NO SHOOT'EM UP GAMES", HAVE GOOD ERROR-TRAPPING ROUTINES

RANDOM HOUSE

7307 SOUTH YALE
TULSA, OK 74136
☎918-492-5644
☞**CHUCK CARLSON** SOFTWARE ACQUISITION
Principal Business: PUBLISHER
Employees: 25
Annual Sales: $4.9M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: ENTIRE READY-FOR-SALE PACKAGE
Hardware Preference: APPLE, IBM PC, RADIO SHACK, ATARI 800
Programs Needed: EDUCATIONAL, HOME / PERSONAL, ENTERTAINMENT
Languages: BASIC, APPLESOFT, COBOL, MACHINE
Operating Systems: CICS, TRSDOS, CP/M-80, CP/M-86
Microprocessor(s): 6502, 8080, 8088, Z-80
Documentation Required: COMPLETE
◗**Evaluation Period:** VARIES
Marketing Rights: EXCLUSIVE FOR SPECIFIC MARKETS
■**Payment Procedure:** PURCHASE AT DISCOUNT 40-50% OFF LIST, ROYALTY 5-10% RETAIL
Comments: WRITE FOR INFORMATION

ROSS SYSTEMS INC.

1860 EMBARCADERO ROAD
PALO ALTO, CA 94303
☎415-856-1100
☞**KEN ROSS** PRESIDENT
Principal Business: SOFTWARE HOUSE, OEM
Date Started: 1972
Employees: 100
Annual Sales: $9M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: ENTIRE READY-FOR-SALE PACKAGE
Hardware Preference: DEC
Programs Needed: FINANCIAL, BUSINESS
Languages: CBASIC, COBOL, BASIC
Operating Systems: CP/M-80, PCDOS
Microprocessor(s): 6502, Z-8000
Documentation Required: SOURCE REQUIRED
◗**Evaluation Period:** 3 MONTHS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** ROYALTY
Comments: WRITE FOR MORE INFORMATION

S

SCHOLASTIC INC.

730 BROADWAY
NEW YORK, NY 10003
☎212-505-3325
☞**DON MOLNER** DIRECTOR
Principal Business: PUBLISHER
Date Started: 1920
Employees: 8
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: SEND PROPOSAL
Hardware Preference: APPLE, ATARI, IBM PC
Programs Needed: EDUCATIONAL ONLY
Languages: APPLESOFT, COBOL, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8080, 8088
Documentation Required: PARTIAL
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** ROYALTIES, 10-20%
Comments: EDUCATIONAL PROGRAMS ONLY

SERVICE SOFTWARE

15177 BUSINESS AVENUE
DALLAS, TX 75234
☎214-484-2071
☞**STEVE CASON** SOFTWARE ACQUISITION
Principal Business: DISTRIBUTOR
Date Started: 1982
Employees: 50
Annual Sales: $15M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: ENTIRE READY-FOR-SALE PACKAGE
Hardware Preference: IBM PC, APPLE, TEXAS INSTRUMENTS, RADIO SHACK, ATARI 400/600/800
Programs Needed: EDUCATIONAL, GAMES, HOME / PERSONAL, BUSINESS
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: CP/M-80, CP/M-86, MP/M
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT OF 55-65% OFF LIST
Comments: LETTER PREFERRED

SHASTA GENERAL SYSTEMS

1329 MOFFETT PARK DRIVE
SUNNYVALE, CA 94086
☎408-734-9360
☞**W. SOPP** SOFTWARE ACQUISITION MGR.
Principal Business: DISTRIBUTOR, OEM
Date Started: 1972
Employees: 50
Annual Sales: $15M
Mainframe: NO **Mini:** YES **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: ENTIRE READY-FOR-SALE PACKAGE
Hardware Preference: ALTOS, XEROX
Programs Needed: FINANCIAL, MANUFACTURING, EDUCATIONAL, BUSINESS
Languages: COBOL, FORTRAN, MBASIC
Operating Systems: CP/M-80, CP/M-86, UNIX, XENIX, MP/M
Microprocessor(s): Z-80, Z-80A
Documentation Required: PARTIAL
◗**Evaluation Period:** 6-10 WEEKS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT OF 40-60% OFF LIST ROYALTY 25% RETAIL
Comments: WRITE FOR INFORMATION

SIGMA DISTRIBUTING

2110 116th AVENUE NE
BELLEVUE, WA 98005
☎206-454-6307
☞**DENNIS ECKERT** SOFTWARE ACQUISITION MANAGER
Principal Business: DISTRIBUTOR
Date Started: 1976
Employees: 55
Annual Sales: $5M
Mainframe: NO **Mini:** YES **Micro** YES
Distributor: YES
Submission Procedure: ENTIRE READY-FOR-SALE PACKAGE
Hardware Preference: APPLE, IBM PC
Programs Needed: FINANCIAL, OPERATING SYSTEMS, BUSINESS
Languages: APPLESOFT, COBOL, FORTRAN, MBASIC
Operating Systems: CP/M-80, UNIX, XENIX, MP/M
Microprocessor(s): 6502, 8088
Documentation Required: PARTIAL
◗**Evaluation Period:** 1-2 MONTHS
Marketing Rights: EXCLUSIVE FOR SPECIFIC MARKETS
■**Payment Procedure:** PURCHASE AT DISCOUNT OF 50-90% OFF LIST
Comments: QUALITY PROGRAMS

SILICON VALLEY SYSTEMS

1625 EL CAMINO REAL NO.4
BELMONT, CA 94002
☞**NATHAN SCHULHOF** PRESIDENT
Principal Business: PUBLISHER
Date Started: 1982
Employees: 24
Annual Sales: $1M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY WITH SHORT PROGRAM DESCRIPTION
Hardware Preference: APPLE, ATARI, IBM PC
Programs Needed: BUSINESS, EDUCATIONAL, ENTERTAINMENT
Languages: APPLESOFT, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8088
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** NEGOTIABLE ROYALTIES
Comments: WRITE FOR INFORMATION

SIRIUS SOFTWARE INC.

10364 ROCKINGHAM DRIVE
SACRAMENTO, CA 95827
☎916-366-1195
☞**ERNIE BROCK** SOFTWARE ACQUISITION MANAGER
Principal Business: PUBLISHER
Date Started: 1979
Employees: 30
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY WITH SHORT DESCRIPTION
Hardware Preference: APPLE, ATARI, IBM PC, COMMODORE VIC 20
Programs Needed: ENTERTAINMENT
Languages: APPLESOFT, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 4 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** OUTRIGHT PURCHASE OR ROYALTY 5-25% OF WHOLESALE
Comments: WRITE FOR MORE INFORMATION

SKU INCORPORATED

2600 TENTH STREET
BERKELEY, CA 94710
☎415-848-0802
☞**STEVE WARREN** SOFTWARE ACQUISITION MGR.
Principal Business: DISTRIBUTOR
Date Started: 1982
Employees: 75
Annual Sales: $4.9M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: ENTIRE READY-FOR-SALE PACKAGE
Hardware Preference: APPLE, ATARI, IBM PC
Programs Needed: EDUCATIONAL, GAMES, HOME / PERSONAL, BUSINESS
Languages: APPLESOFT, BASIC
Operating Systems: APPLEDOS, CP/M-80, CP/M-86, MP/M
Microprocessor(s): 6502, 8088
Documentation Required: COMPLETE
◗**Evaluation Period:** 2-3 WEEKS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT OF 55-75% OFF LIST
Comments: SOFTWARE MUST HAVE PROFESSIONAL PACKAGING AND COME WITH MARKETING PROGRAMS AND *TRAINING* MATERIALS

SMALL BUSINESS SYSTEMS GROUP

6 CARLISLE ROAD
WESTFORD, MA 01886
☎617-692-3800
☞**SOFTWARE DEPARTMENT** SOFTWARE ACQUISITION MANAGER
Principal Business: PUBLISHER
Date Started: 1978
Annual Sales: $350K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: ALTOS, RADIO SHACK, SUPER BRAIN
Programs Needed: VERTICAL BUSINESS APPLICATIONS
Languages: BASIC, MBASIC, CBASIC
Operating Systems: CP/M-80, TRSDOS
Microprocessor(s): 8080, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: VARIES
■**Payment Procedure:** ROYALTIES, % NEGOTIABLE
Comments: WRITE FOR INFORMATION

SMOKE SIGNAL

31336 VIA COLINAS
WESTLKE VILLAGE, CA 91361
☎213-889-9340
☞**RIC HAMMOND** PRESIDENT
Principal Business: HARDWARE MANUFACTURER
Date Started: 1977
Employees: 25
Annual Sales: $2M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: LETTER PREFERRED
Hardware Preference: SMOKE SIGNAL
Programs Needed: EDUCATIONAL, MANUFACTURING, SCIENTIFIC
Operating Systems: OS-9
Microprocessor(s): 6800, 6809
Documentation Required: NONE
Evaluation Period: 3 WEEKS
Marketing Rights: EXCLUSIVE FOR SPECIFIC MARKETS
Payment Procedure: PURCHASE AT DISCOUNT OF 30-90% OFF LIST
Comments: ALL SOFTWARE MUST BE FOR BUSINESS APPLICATION, NO HOME OR PERSONAL PROGRAMS. MARKET EMPHASIS SHOULD BE TOWARD MULTI-USER, MULTI-TASKING. VERTICAL MARKET APPLICATIONS ARE BEST

SOFT IMAGES

200 ROUTE 17
MAHWAH, NJ 07430
☎201-529-1449
☞**NORMAN J. WAZANEY JR.** DIRECTOR
Principal Business: SOFTWARE HOUSE
Date Started: 1960
Employees: 9
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Information Kit Available: YES
Submission Procedure: SEND PROGRAM
Hardware Preference: APPLE, IBM PC, RADIO SHACK
Programs Needed: EDUCATIONAL, GAMES, UTILITIES
Languages: APPLESOFT, MBASIC, BASIC
Operating Systems: APPLEDOS, CP/M-80, CP/M-86
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
Evaluation Period: 1 WEEK
Marketing Rights: EXCLUSIVE
Payment Procedure: ADVANCES, ESCALATING ROYALTIES
Comments: MUST BE DEBUGGED AND ERROR-TRAPPED

SOFTSMITH CORPORATION

2935 WHIPPLE ROAD
UNION CITY, CA 94587
☎415-487-5900
☞**REGINA BERDAK** SOFTWARE ACQUISITION MANAGER
Principal Business: DISTRIBUTOR
Date Started: 1981
Employees: 30
Annual Sales: $10M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY
Hardware Preference: APPLE, ATARI, IBM PC, RADIO SHACK
Programs Needed: EDUCATIONAL, FINANCIAL, GAMES, HOME / PERSONAL
Languages: BASIC, APPLESOFT, MBASIC
Operating Systems: CP/M-86, MDOS, MP/M
Microprocessor(s): 6502, 8080, 8088
Documentation Required: PARTIAL
Evaluation Period: 2-3 WEEKS
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: PURCHASE FROM THE SOFTWARE GUILD
Comments: PROGRAMS MUST BE CLEAN, BUGFREE & USER-FRIENDLY FOR THE AVERAGE NON-TECHNICAL USER DISTRIBUTE EXCLUSIVELY FOR THE SOFTWARE GUILD, A SOFTWARE PUBLISHER WITH WHOM THEY ARE AFFILIATED.

SOFTSOURCE

175 MIDDLESEX TURNPIKE
BEDFORD, MA 01730
☎617-275-0850
☞**JOHN SHAGOURY** SOFTWARE ACQUISITION MANAGER
Principal Business: DISTRIBUTOR
Date Started: 1961
Employees: 214
Annual Sales: $32M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: ENTIRE READY-FOR-SALE PACKAGE
Hardware Preference: IBM PC
Programs Needed: FINANCIAL, OPERATING SYSTEMS, BUSINESS, PROFESSIONAL
Languages: FORTRAN, MBASIC, PASCAL, COBOL
Operating Systems: CP/M-80, CP/M-86, UCSD PASCAL, MP/M
Microprocessor(s): 8088
Documentation Required: COMPLETE
Evaluation Period: 4-6 WEEKS
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: PURCHASE AT DISCOUNT OF 40-70% OFF LIST
Comments: VERTICAL MARKET PACKAGES ARE OF SPECIAL INTEREST

SOFTSYNC INC.

14 EAST 34th STREET
FIFTH FLOOR
NEW YORK, NY 10016
☎212-685-2080
☞**KEN CURRIER** SOFTWARE ACQUISITION MGR.
Principal Business: PUBLISHER
Date Started: 1981
Employees: 20
Annual Sales: $4M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: DESCRIPTIVE MATERIALS
Hardware Preference: TIMEX SINCLAIR 1000, ZX81
Programs Needed: CONSTRUCTION, GAMES, SCIENTIFIC
Languages: BASIC, MBASIC, MACHINE
Operating Systems: CP/M-80
Microprocessor(s): 8080
Documentation Required: PARTIAL
◗**Evaluation Period:** 1-2 WEEKS
Marketing Rights: EXCLUSIVE FOR SPECIFIC MARKETS
■**Payment Procedure:** ROYALTY
Comments: LETTER PREFERRED

SOFTWARE ACQUISITIONS INC.

3600 WILSHIRE BLVD.
SUITE 1720
LOS ANGELES, CA 90010
☎213-387-6600
☞**WILLIAM WESTMILLER** VICE PRESIDENT
Principal Business: PUBLISHER
Date Started: 1980
Annual Sales: $1M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: COMPLETE PROGRAM
Hardware Preference: VARIOUS
Programs Needed: BUSINESS
Languages: COBOL, MBASIC, PASCAL
Operating Systems: CP/M-80, MP/M, UCSD PASCAL
Microprocessor(s): 6502, 8080, 8085, 6809, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** FLEXIBLE, ADVANCE & 15% ROYALTY
Subsidies Available: YES
Comments: ALL TYPES OF BUSINESS PROGRAMS

SOFTWARE DIMENSIONS INC.

6371 AUBURN BLVD.
CITRUS HEIGHTS, CA 95610
☎916-722-8000
☞**MICHAEL J. CONROY** PRESIDENT
Principal Business: DISTRIBUTOR
Date Started: 1980
Employees: 36
Annual Sales: $4M
Mainframe: NO **Mini:** YES **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: DISKETTES & PROTOTYPE MANUAL
Hardware Preference: APPLE, IBM PC
Programs Needed: FINANCIAL, MANUFACTURING, EDUCATIONAL
Languages: APPLESOFT, 'C', MBASIC, PASCAL
Operating Systems: CP/M-80, CP/M-86, UNIX, XENIX, UCSD PASCAL, MP/M
Microprocessor(s): 6502, 8088, 8086
Documentation Required: PARTIAL
◗**Evaluation Period:** 2-4 WEEKS
Marketing Rights: EXCLUSIVE WORLDWIDE
■**Payment Procedure:** ROYALTY OR OUTRIGHT PURCHASE
Comments: WRITE FIRST

SOFTWARE DISTRIBUTORS

10023 JEFFERSON BLVD.
CULVER CITY, CA 90230
☎213-204-6620
☞**GRACE FOLDIN**
Principal Business: DISTRIBUTOR
Date Started: 1981
Employees: 53
Annual Sales: $10M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: ENTIRE READY-FOR-SALE PACKAGE
Hardware Preference: APPLE, IBM PC, RADIO SHACK
Programs Needed: ALL TYPES
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: CP/M-80, CP/M-86, MDOS, MP/M
Microprocessor(s): 6502, 8088
Documentation Required: COMPLETE
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT OF 50-60% OFF LIST ROYALTY 60% RETAIL
Comments: WRITE FOR INFORMATION

SOFTWARE EXCHANGE (THE)

6 SOUTH STREET
MILFORD, NH 03055
☞**SUBMISSIONS EDITOR** SOFTWARE DEPARTMENT
Principal Business: PUBLISHER
Date Started: 1978
Annual Sales: $3M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: APPLE, ATARI, RADIO SHACK
Programs Needed: GAMES, HOME / PERSONAL, UTILITIES, GENERAL BUSINESS
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8080
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 6 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** 15% ROYALTIES ON RETAIL OR 20% ON WHOLESALE
Comments: NO CLASSROOM EDUCATIONAL PROGRAMS WANTED

SOFTWARE RESOURCES INC.

186 ALEWIFE BROOK PKWY.
SUITE 310
CAMBRIDGE, MA 02138
☎617-497-5900
☞**DENNIS L. SHECKLER** SOFTWARE ACQUISITION MANAGER
Principal Business: SOFTWARE HOUSE, OEM
Date Started: 1980
Employees: 12
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: ENTIRE READY-FOR-SALE PACKAGE
Hardware Preference: APPLE, IBM PC
Programs Needed: FINANCIAL, BUSINESS
Languages: BASIC, COBOL, APPLESOFT, FORTRAN
Operating Systems: APPLEDOS, CP/M-80, CP/M-86
Microprocessor(s): 6502, 8088
Documentation Required: PARTIAL
◗**Evaluation Period:** 2-4 WEEKS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT
Comments: SEEK SOFTWARE FOR INVESTMENT ANALYSIS, FINANCIAL ANALYSIS & PORTFOLIO ACCOUNTING

NOTES

SOFTWARE TOOLWORKS

15233 VENTURA BLVD
SHERMAN OAKS, CA 91403
☎213-986-4885
☞**SUSAN HAYES** NO. 1118
Principal Business: PUBLISHER, DISTRIBUTOR
Date Started: 1980
Employees: 8
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: CALL OR SEND COMPLETE PROGRAM
Hardware Preference: KAYPRO, OSBORNE, ZENITH
Programs Needed: COMMUNICATIONS, EDUCATIONAL, GRAPHICS
Languages: BASIC
Operating Systems: CP/M-80
Microprocessor(s): 8080, Z-80
Documentation Required: PARTIAL
◗**Evaluation Period:** 2 MONTHS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** 35% ROYALTY
Comments: SIMULTANEOUS SUBMISSIONS OK

SOFTWARE WHOLESALERS INC.

31 MEMORIAL DRIVE
AVON, MA 02322
☎617-587-2904
☞**ROBERT TEPPER** SOFTWARE ACQUISITION MANAGER
Principal Business: DISTRIBUTOR
Date Started: 1982
Employees: 18
Annual Sales: $2M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Hardware Preference: IBM PC
Programs Needed: FINANCIAL, MEDICAL, MANUFACTURING
Languages: BASIC, COBOL, FORTRAN
Operating Systems: CP/M-80, CP/M-86, MP/M
Microprocessor(s): 8088, Z-80
Documentation Required: PARTIAL
◗**Evaluation Period:** 4-6 WEEKS
Marketing Rights: EXCLUSIVE FOR SPECIFIC MARKETS
■**Payment Procedure:** PURCHASE AT DISCOUNT OF 35-70% OFF LIST
Comments: WRITE FOR INFORMATION

SONY CORP OF AMERICA

SONY DRIVE
PARK RIDGE, NJ 07656
☎201-930-1000
☞**LASZIO NEMETH**
Principal Business: HARDWARE MANUFACTURER
Date Started: 1981
Employees: 9
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: SEND PROGRAM
Hardware Preference: SONY
Programs Needed: ALL TYPES
Languages: MBASIC
Operating Systems: CP/M-80
Microprocessor(s): 8086
Documentation Required: COMPLETE
Evaluation Period: 1 MONTH
Marketing Rights: NEGOTIABLE
Payment Procedure: ROYALTIES OR OUTRIGHT PURCHASE
Comments: WRITE FOR MORE INFORMATION

SORCIM CORPORATION

2310 LUNDY AVENUE
SAN JOSE, CA 95131
☎408-942-1727
☞**B.G. ROBERTSON** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1975
Employees: 70
Annual Sales: $19M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY WITH TEMPLATE PROPOSAL
Hardware Preference: IBM PC
Programs Needed: DATA MANAGEMENT, UTILITIES
Languages: MBASIC, PASCAL/M
Operating Systems: CP/M-80, CP/M-86, MSDOS
Microprocessor(s): 8086, 8088, Z-80
Documentation Required: COMPLETE
Evaluation Period: 3 WEEKS
Marketing Rights: NEGOTIABLE
Payment Procedure: ROYALTIES, 10-15%
Comments: SEEKS TEMPLATE APPLICATIONS THAT OPERATE WITH SUPERCALC AND SUPERWRITER

SOUTHWESTERN DATA SYSTEMS

BOX 582
SANTEE, CA 92071
☎619-562-3670
☞**ROGER WAGNER** PRESIDENT
Principal Business: SOFTWARE HOUSE
Date Started: 1978
Employees: 12
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: SEND COPY OF PROGRAM REGISTERED MAIL
Hardware Preference: APPLE, IBM PC
Programs Needed: COMMUNICATIONS, UTILITIES
Languages: APPLESOFT, MBASIC
Operating Systems: APPLEDOS, CP/M-80, CP/M-86
Microprocessor(s): 6502, 8088
Documentation Required: COMPLETE
Evaluation Period: 6 WEEKS
Marketing Rights: EXCLUSIVE
Payment Procedure: ROYALTIES, 10-25% ON NET
Comments: PROGRAMS MUST BE SUBMITTED ON DISK

SRA

155 N. WACKER DR
CHICAGO, IL 60606
☎312-984-7000
☞**LORRAINE MINKUS**
Principal Business: PUBLISHER, SOFTWARE HOUSE
Date Started: 1938
Employees: 300
Annual Sales: $50M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY, RESUME
Hardware Preference: APPLE, COMMODORE, IBM PC
Programs Needed: EDUCATIONAL, DATA MANAGEMENT, GAMES
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: APPLEDOS, CP/M-80, CP/M-86
Microprocessor(s): 6502, 8080, 8088
Documentation Required: COMPLETE
Evaluation Period: 3 WEEKS
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: PRIMARY CUSTOMER - EDUCATIONAL INSTITUTIONS AND END USERS

STAR-TRONIC DISTRIBUTING CO.

23995 FREEWAY PARK DRIVE
FARMINGTON HILL, MI 48024
☎313-477-7586
☞**J. L. PIERCE** SOFTWARE ACQUISITION MANAGER
Principal Business: DISTRIBUTOR
Date Started: 1973
Employees: 27
Annual Sales: $8M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: SEND DEMO WITH LETTER
Hardware Preference: APPLE, ATARI, IBM PC, RADIO SHACK
Programs Needed: CONSTRUCTION, HOME / PERSONAL, EDUCATIONAL, MANUFACTURING
Languages: BASIC, CBASIC, FORTRAN, COBOL
Operating Systems: APPLEDOS, CP/M-80, CP/M-86, UNIX, XENIX, MP/M
Microprocessor(s): 6502, 8080, 8088, Z-80
Documentation Required: COMPLETE
◗**Evaluation Period:** 1 WEEK
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT OF 40-60% OFF LIST
Comments: SEEKING MEDICAL, TAX AND GENERAL ACCOUNTING PROGRAMS

STARTECH INC.

13450 MAXELLA AVENUE
G185 #200
MARINA DEL REY, CA 90291
☎213-823-8649
☞**PAUL FULLWOOD** SOFTWARE ACQUISITION MANAGER
Principal Business: DISTRIBUTOR, SOFTWARE MFG.
Date Started: 1978
Employees: 5
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SEND PROGRAM ONLY
Hardware Preference: APPLE, ATARI, COMMODORE
Programs Needed: EDUCATIONAL, GAMES, FINANCIAL, OPERATING SYSTEMS
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502
Documentation Required: NONE
◗**Evaluation Period:** 2-4 WEEKS
Marketing Rights: VARIES
■**Payment Procedure:** NEGOTIABLE
Comments: SEEKING MACHINE-CODED ENTERTAINMENT PROGRAMS

STEARNS COMPUTER SYSTEMS

3501 RALEIGH AVE. SOUTH
MINNEAPOLIS, MN 55416
☎612-929-4400
☞**LEANN R. CASTILLO** SOFTWARE MARKETING MGR.
Principal Business: HARDWARE MANUFACTURER
Date Started: 1982
Employees: 75
Annual Sales: $9.9M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: ENTIRE READY-FOR-SALE PACKAGE
Hardware Preference: IBM PC, ALTOS, VICTOR, DIGITAL
Programs Needed: FINANCIAL, MANUFACTURING, OPERATING SYSTEMS, BUSINESS
Languages: COBOL, FORTRAN, ASSEMBLER
Operating Systems: CP/M-80, CP/M-86, MP/M-86
Microprocessor(s): 8086, 8088, Z-80
Documentation Required: COMPLETE
◗**Evaluation Period:** VARIES
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT, ROYALTY, FLAT FEE
Comments: SEEKING POINT OF SALE AND TRAINING MATERIAL

STRATEGIC SIMULATIONS INC.

465 FAIRCHILD DRIVE
SUITE 108
MOUNTAINVIEW, CA 94043
☎415-964-1353
☞**DEBORAH CEBOLD** REVIEW DEPARTMENT
Principal Business: PUBLISHER
Date Started: 1979
Employees: 9
Annual Sales: $1M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY WITH SHORT DESCRIPTION
Hardware Preference: APPLE, ATARI, IBM PC, RADIO SHACK
Programs Needed: GAMES
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: APPLEDOS, CP/M-80, CP/M-86, MP/M
Microprocessor(s): 6502, 8080, 8088
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 1 WEEK
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** 10-20% ON NET SALES
Comments: SEEKING QUALITY PROGRAMS WITH GOOD SOUND AND GRAPHICS

STRICTLY SOFTWARE

1670 COLUMBUS ROAD
GRANVILLE, OH 43023
☎614-587-2938
☞**JIM ORMOND** SOFTWARE ACQUISITION MANAGER
Principal Business: DISTRIBUTOR
Date Started: 1982
Employees: 6
Annual Sales: $1M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: ENTIRE READY-FOR-SALE PACKAGE
Hardware Preference: APPLE, IBM PC
Programs Needed: CONSTRUCTION, SCIENTIFIC, EDUCATIONAL, GAMES
Languages: APPLESOFT, MBASIC, CBASIC
Operating Systems: CP/M-80, CP/M-86, MP/M
Microprocessor(s): 6502, 8088
Documentation Required: PARTIAL
Evaluation Period: 2 WEEKS
Marketing Rights: VARIES
Payment Procedure: PURCHASE AT DISCOUNT OF 45-55% OFF LIST
Comments: SEEK BANKING SOFTWARE

SUNBURST COMMUNICATIONS

39 WASHINGTON AVE.
PLEASANTVILLE, NY 10570
☎914-769-5030
☞**MARGE KOSEL** COMPUTER DIVISION MGR.
Principal Business: PUBLISHER
Date Started: 1973
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY WITH RESUME
Hardware Preference: APPLE, ATARI, IBM PC, RADIO SHACK
Programs Needed: EDUCATIONAL
Languages: ALGOL, MBASIC
Operating Systems: APPLEDOS, TRSDOS, PCDOS
Microprocessor(s): 6502, 8080, 8088, Z-80
Documentation Required: PARTIAL
Evaluation Period: 3 WEEKS
Marketing Rights: NEGOTIABLE
Payment Procedure: NEGOTIABLE
Comments: EDUCATION FOR BOTH HOME AND SCHOOL

SUPERSOFT INC

BOX 1628
CHAMPAIGN, IL 61820
☎217-359-2112
☞**STEPHEN HAGLER** MARKETING DIRECTOR
Principal Business: SOFTWARE HOUSE
Date Started: 1978
Employees: 12
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: QUERY, RESUME
Hardware Preference: IBM PC, KAYPRO, OSBORNE
Programs Needed: ENGINEERING/MATH, SCIENTIFIC, UTILITIES
Utilities: PASCAL COMPILER, BASIC COMPILER
Languages: ASSEMBLER, BASIC, FORTRAN
Operating Systems: CP/M-80, CP/M-86, MSDOS, PCDOS
Microprocessor(s): 8080, 8085, Z-80
Documentation Required: PARTIAL
Evaluation Period: 3 WEEKS
Marketing Rights: NEGOTIABLE
Payment Procedure: 15% NET SALES
Comments: WRITE FOR INFORMATION

SYNERGISTIC SOFTWARE

830 NORTH RIVERSIDE DR.
SUITE 201
RENTON, WA 98055
☎206-226-3216
☞**MIKE BRANHAM** SOFTWARE ACQUISITION MANAGER
Principal Business: PUBLISHER
Date Started: 1978
Employees: 15
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: COMPLETE PROGRAM
Hardware Preference: APPLE, ATARI, IBM PC, COMMODORE
Programs Needed: EDUCATIONAL, GAMES, UTILITIES, BUSINESS
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8080, 8088
Documentation Required: PARTIAL
Programming Assistance: YES
Evaluation Period: 1 WEEK
Marketing Rights: VARIES
Payment Procedure: OUTRIGHT PURCHASE, ROYALTIES NEGOTIABLE
Comments: WRITE FOR INFORMATION

T

T.H.E.S.I.S.

BOX 147
GARDEN CITY, MI 48135
☎313-595-4722
☞**L. SCHREIBER** OWNER
Principal Business: SOFTWARE HOUSE
Date Started: 1980
Employees: 6
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY OR SEND PROGRAM
Hardware Preference: APPLE II, II PLUS, ATARI 400
Programs Needed: EDUCATIONAL, HOME / PERSONAL, SCIENTIFIC
Languages: ASSEMBLER, BASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502
Documentation Required: COMPLETE
◗**Evaluation Period:** 6 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES, 10-20%
Comments: SEND SASE AND 20 CENTS FOR GUIDELINES

TARA LTD.

BOX 118
SELDEN, NY 11784
☎516-331-2537
☞**ROGER A. SCHAEFER** VICE PRES.
Principal Business: SOFTWARE HOUSE
Date Started: 1981
Employees: 10
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY, RESUME
Hardware Preference: ALTOS, APPLE, COMMODORE
Programs Needed: ACCOUNTING, EDUCATIONAL, DATA MANAGEMENT
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8086
Documentation Required: NONE
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES, 20-55%
Comments: SEEKS CLEAR, CONCISE AND RELIABLE PROGRAMS

TEACH YOURSELF BY COMPUTER

2128 W. JEFFERSON ROAD
PITTSFORD, NY 14534
☎716-424-5453
☞**MARGE SCHOTTLAND**
Principal Business: SOFTWARE HOUSE
Date Started: 1978
Employees: 4
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: SEND PROGRAM
Hardware Preference: APPLE, ATARI, RADIO SHACK
Programs Needed: EDUCATIONAL, HOME / PERSONAL
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8080
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: EXCLUSIVE
■**Payment Procedure:** ROYALTIES 10%
Comments: MUST BE DEBUGGED - USE GRAPHICS

TERAK CORPORATION

14151 NORTH 76TH STREET
SCOTTSDALE, AZ 85260
☎602-998-4800
☞**DANIEL R. TRAXLER**
Principal Business: HARDWARE MANUFACTURER, DISTRIBUTOR
Date Started: 1975
Employees: 100
Annual Sales: $10M
Mainframe: NO **Mini:** YES **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: ENTIRE READY FOR SALE PACKAGE
Hardware Preference: ALTOS, DIGITAL
Programs Needed: PROFESSIONAL, SCIENTIFIC
Languages: MBASIC, C LANGUAGE
Operating Systems: UNIX, XENIX
Microprocessor(s): 6800, 8088, Z-80
Documentation Required: PARTIAL
◗**Evaluation Period:** 1 MONTH
Marketing Rights: EXCLUSIVE FOR SPECIFIC MARKETS
■**Payment Procedure:** ROYALTY AVERAGING 50% OF RETAIL
Comments: SEEKING CAE, CAD AND ENGINEERING ANALYSIS PROGRAMS. SOFTWARE MUST INCLUDE ON-LINE TRAINING PROGRAMS AND GOOD DOCUMENTATION.

TERRAPIN INC.

380 GREEN STREET
CAMBRIDGE, MA 02139
☎617-492-8816
☞**ANDRE ROSSI** V.P. MARKETING
Principal Business: HARDWARE MANUFACTURER, DISTRIBUTOR
Date Started: 1977
Employees: 15
Annual Sales: $1M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: LETTER PREFERRED, CONCEPT PROPOSAL
Hardware Preference: APPLE
Programs Needed: EDUCATIONAL
Languages: APPLESOFT, LOGO
Operating Systems: APPLEDOS
Microprocessor(s): 6502
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** ROYALTIES
Comments: WRITE FOR MORE INFORMATION

TIMEX COMPUTER CORPORATION

PO BOX 2126
WATERBURY, CT 06720
☎203-573-5717
☞**JACALYN DIESENHOUSE** SOFTWARE PRODUCTS DEV. MGR.
Principal Business: HARDWARE MANUFACTURER
Date Started: 1982
Employees: 11
Annual Sales: $200K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY
Hardware Preference: TIMEX/SINCLAIR
Programs Needed: ACCOUNTING, COMMUNICATIONS, EDUCATIONAL
Languages: BASIC
Operating Systems: CP/M-80
Microprocessor(s): Z-80
Documentation Required: NONE
◗**Evaluation Period:** 1 MONTH
Marketing Rights: NEGOTIABLE
■**Payment Procedure:** ROYALTIES
Comments: PROGRAMS MUST BE USER-FRIENDLY

Notes

TRAIL WEST SOFTWARE

PO BOX 438
KINGSTON, NJ 08528
☎609-452-1818
☞**ROBERT M. GROSS**
Principal Business: PUBLISHER
Date Started: 1974
Employees: 30
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SHORT PROGRAM DESCRIPTION
Hardware Preference: DEC
Programs Needed: COMMERCIAL
Languages: BASIC
Operating Systems: CP/M-80
Microprocessor(s): Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 1-4 WEEKS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** VARIES
Comments: WRITE FOR MORE INFORMATION

TRISTAR DATA SYSTEMS

2 KEYSTONE AVE
CHERRY HILL, NJ 08003
☎609-425-4700
☞**PETE MORLEY**
Principal Business: OEM, DISTRIBUTOR
Date Started: 1969
Employees: 25
Annual Sales: $2M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: LETTER PREFERRED
Hardware Preference: ALTOS, IBM PC
Programs Needed: FINANCIAL, MANUFACTURING, BUSINESS
Languages: C LANGUAGE
Operating Systems: CP/M-80, CP/M-86, UNIX, XENIX
Microprocessor(s): Z-80, 80A
Documentation Required: PARTIAL
◗**Evaluation Period:** 10 DAYS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT OF 20-80% OFF LIST
Comments: SEEKING MEDICAL SOFTWARE AND PROGRAMS FOR ATTORNEYS, REQUIRE DOCUMENTATION AND 10 SATISFIED USERS

U-Z

UNITED MICROWAVE IND. INC.

503 C TEMPLE AVE
MONA, CA 91768
☎714-594-1351
☞**DAVE LUNDBERG**
Principal Business: HARDWARE MANUFACTURER, DISTRIBUTOR
Date Started: 1981
Employees: 25
Annual Sales: $4M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: LETTER PREFERRED
Hardware Preference: COMMODORE, TIMEX
Programs Needed: EDUCATIONAL, FINANCIAL, GAMES
Languages: BASIC, CBASIC, COBOL
Operating Systems: CP/M-80
Microprocessor(s): 6502, 6510, 6809
Documentation Required: PARTIAL
Evaluation Period: 2 WEEKS
Marketing Rights: EXCLUSIVE FOR SPECIFIC MARKETS
Payment Procedure: PURCHASE AT DISCOUNT OF 55-65% OFF LIST
Comments: WRITE FOR MORE INFORMATION

UNITED SOFTWARE OF AMERICA

50 THIRD AVE
NEW YORK, NY 10017
☎212-682-0357
Principal Business: PUBLISHER
Date Started: 1977
Employees: 12
Annual Sales: $400K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SHORT DESCRIPTION
Hardware Preference: APPLE, COMMODORE, OSBORNE
Programs Needed: ALL TYPES
Languages: APPLESOFT, BASIC, MBASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 8080
Documentation Required: COMPLETE
Programming Assistance: YES
Evaluation Period: 3 WEEKS
Marketing Rights: EXCLUSIVE
Payment Procedure: ROYALTIES, 15% OF GROSS OR OUTRIGHT PURCHASE
Comments: WRITE FOR INFORMATION

UNITED SOFTWAREHOUSE CO.

117B ROUTE ONE
RANTOUL, IL 61866
☎800-637-7670
☞**R. CHRIS JOHNSON**
Principal Business: DISTRTIBUTOR
Date Started: 1979
Employees: 11
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Information Kit Available: YES
Submission Procedure: CALL TOLL FREE
Hardware Preference: APPLE, COMMODORE, IBM PC
Programs Needed: ACCOUNTING, COMMUNICATIONS, FINANCIAL
Languages: APPLESOFT, BASIC
Operating Systems: APPLEDOS, CP/M-80
Microprocessor(s): 6502, 6510, 6809
Documentation Required: PARTIAL
Evaluation Period: 2 MONTHS
Marketing Rights: BUYS ALL RIGHTS OR MARKETING ONLY RIGHTS
Payment Procedure: 5% MINIMUM ROYALTY OR OUTRIGHT PURCHASE
Comments: SIMULTANEOUS SUBMISSIONS OK

UNITED TECHNOLOGIES

1215 W. CROSBY ROAD
CARROLLTON, TX 75006
☎214-466-6000
☞**BOB HAAN**
Principal Business: HARDWARE MANUFACTURER, DISTRIBUTOR
Date Started: 1969
Employees: 7200
Annual Sales: $4M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: LETTER PREFERRED
Hardware Preference: ALTOS, IBM PC
Programs Needed: MANUFACTURING, SCIENTIFIC
Languages: COBOL, FORTRAN, C LANGUAGE
Operating Systems: CP/M-80, UNIX, XENIX, MP/M
Microprocessor(s): 8088, Z-80, 80A
Documentation Required: PARTIAL
Evaluation Period: 2 MONTHS
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: PURCHASE AT DISCOUNT OF 40-60% OFF LIST
Comments: SEEKS LANGUAGE AND OPERATING SYSTEMS FOR INDUSTRIAL USE

VANDATA

17544 MIDVALE AVE
NORTH NO. 205
SEATTLE, WA 98133
☎206-542-7611
☞**DWIGHT VANDENBURGHE**
Principal Business: SOFTWARE HOUSE, DISTRIBUTOR
Date Started: 1977
Employees: 4
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: ENTIRE READY FOR SALE PACKAGE
Hardware Preference: IBM PC
Programs Needed: ACCOUNTING, INVENTORY, SCIENTIFIC
Languages: COBOL, FORTRAN
Operating Systems: CP/M-80, CP/M-86, UNIX, MP/M
Microprocessor(s): 8080, 8088, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 1-2 MONTHS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT OF 30-60% OFF LIST
Comments: WRITE FOR INFORMATION

VECTOR GRAPHIC INC.

500 NORTH VENTU PARK RD
THOUSAND OAKS, CA 91320
☎805-499-5831
☞**SOFTWARE ACQUISITION MGR**
Principal Business: HARDWARE MANUFACTURER, DISTRIBUTOR
Date Started: 1976
Employees: 400
Annual Sales: $36M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: TELEPHONE CALL PREFERRED
Hardware Preference: VECTOR GRAPHICS
Programs Needed: GENERAL BUSINESS AND WORD PROCESSING
Languages: ASSEMBLER, COBOL, FORTRAN, PASCAL
Operating Systems: CP/M-80, CP/M-86, MP/M, UCSD PASCAL
Microprocessor(s): 8088, Z80B
Documentation Required: PARTIAL
◗**Evaluation Period:** 1 WEEK
Marketing Rights: VARIES
■**Payment Procedure:** ROYALTIES
Comments: WRITE FOR MORE INFORMATION

VENTUR COM INC.

139 MAIN STREET
CAMBRIDGE, MA 02142
☎617-661-1230
☞**GIG GRAHAM**
Principal Business: SOFTWARE HOUSE, DISTRIBUTOR
Date Started: 1980
Employees: 15
Annual Sales: $500K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: QUERY
Hardware Preference: IBM PC
Programs Needed: FINANCIAL, MANUFACTURING, SCIENTIFIC
Languages: COBOL, C LANGUAGE
Operating Systems: UNIX, XENIX
Microprocessor(s): 8088
Documentation Required: PARTIAL
◗**Evaluation Period:** 3 WEEKS
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT OF 50-90% OFF LIST
Comments: WRITE FOR MORE INFORMATION

VICTOR ELECTRONICS CORPORATION

304 TURNPIKE ROAD
SOUTHBORO, MA 01772
☎800-343-1382
☞**VICTOR J. MELFA, JR.**
Principal Business: DISTRIBUTOR, OEM
Date Started: 1969
Employees: 35
Annual Sales: $4M
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Submission Procedure: MANUALS, DOCUMENTATION, DEMO
Hardware Preference: EAGLE, NORTHSTAR, XEROX
Programs Needed: FINANCIAL, MANUFACTURING, PROFESSIONAL
Languages: BASIC, PASCAL, C LANGUAGE
Operating Systems: CP/M-80, CP/M-86, MP/M
Microprocessor(s): 8086, LSI-11, Z-80
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** PURCHASE AT DISCOUNT OF 40-70% OFF LIST
Comments: SEEKS BUSINESS AND INDUSTRY DBMS SOFTWARE AND ESPECIALLY HIGH-LEVEL LANGUAGES - SOFTWARE MUST HAVE DEMO PACKAGES AND A MINIMUM OF 40.5% MARGIN

VICTOR TECHNOLOGIES INC.

380 EL PUEBLO ROAD
SCOTTS VALLEY, CA 95066
☎408-438-6680
☞**CHUCK PEDDLE** PRESIDENT
Principal Business: HARDWARE MANUFACTURER, DISTRIBUTOR
Date Started: 1918
Employees: 2000
Annual Sales: $300M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: ENTIRE READY FOR SALE PACKAGE
Hardware Preference: VICTOR 9000
Programs Needed: FINANCIAL, GAMES, MANUFACTURING
Languages: CBASIC, COBOL, FORTRAN, PASCAL
Operating Systems: CP/M-86, MSDOS, MP/M86, MDOS
Microprocessor(s): 8088
Documentation Required: COMPLETE
◗**Evaluation Period:** 2-4 MONTHS
Marketing Rights: EXCLUSIVE FOR SPECIFIC MARKETS
■**Payment Procedure:** PURCHASE AT DISCOUNT OF 75-90% OFF LIST
Comments: WELL-DOCUMENTED, PROFESSIONAL AND QUALITY PROGRAMS

VICTORY SOFTWARE

7 VALLEY BROOK ROAD
PAOLI, PA 19301
☎215-296-3787
☞**BRUCE ROBINSON** PRESIDENT
Principal Business: DISTRIBUTOR
Date Started: 1982
Employees: 12
Annual Sales: $400K
Mainframe: NO **Mini:** NO **Micro** YES
Distributor: YES
Information Kit Available: YES
Submission Procedure: COMPLETE PROGRAM WITH DOCUMENTATION
Hardware Preference: COMMODORE, TEXAS INSTRUMENTS
Programs Needed: EDUCATIONAL, GAMES, GRAPHICS
Languages: BASIC, COBOL
Operating Systems: CP/M-80
Microprocessor(s): 6502
Documentation Required: COMPLETE
◗**Evaluation Period:** 2 WEEKS
Marketing Rights: BUYS ALL RIGHTS
■**Payment Procedure:** ROYALTY OR OUTRIGHT PURCHASE
Comments: SIMULTANEOUS SUBMISSIONS OKAY

WESTICO, INC.

25 VAN ZANT STREET
NORWALK, CT 06855
☎203-853-6880
☞**PHILLIP WOELLHOF** DIRECTOR OF MARKETING
Principal Business: SOFTWARE HOUSE, PUBLISHER
Date Started: 1980
Employees: 10
Annual Sales: $400K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** .ES
Submission Procedure: SHORT DESCRIPTION OF PROGRAM
Hardware Preference: DURANGO, ZENITH
Programs Needed: BUSINESS, PROFESSIONAL, SCIENTIFIC
Languages: BASIC, FORTRAN, MBASIC
Operating Systems: CP/M-80, CP/M-86, MP/M
Microprocessor(s): 8080, 8085, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
◗**Evaluation Period:** 1 MONTH
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** ROYALTIES, 10-30% OF RETAIL
Comments: MARKETS BUSINESS SOFTWARE WHICH RUNS ON NUMEROUS MACHINES UTILIZING VARIOUS VERSIONS OF CP/M.

WILLIAM FINK

1105 N. MAIN ST.
SUITE 24-B
GAINESVILLE, FL 32601
☎904-377-4847
☞**W. FINK**
Principal Business: PUBLISHER
Date Started: 1980
Employees: 1
Annual Sales: $100K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SEND PROGRAM
Hardware Preference: RADIO SHACK
Programs Needed: GAMES
Languages: BASIC, MBASIC
Operating Systems: CP/M-80, TRSDOS
Microprocessor(s): 8080
Documentation Required: PARTIAL
Programming Assistance: YES
◗**Evaluation Period:** 1 WEEK
Marketing Rights: NON-EXCLUSIVE
■**Payment Procedure:** ROYALTIES OR OUTRIGHT PURCHASE
Comments: WRITE FOR INFORMATION

ZAPATA MICROSYSTEMS

BOX 401483
GARLAND, TX 75040
☎214-494-4433
☞**JOHN D. ZAPATA** PRESIDENT
Principal Business: PUBLISHER
Date Started: 1978
Annual Sales: $999K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: COMPLETE PROGRAM WITH DOCUMENTATION
Hardware Preference: IBM PC, COMMODORE, APPLE II
Programs Needed: ENGINEERING/MATH, GAMES, GRAPHICS
Languages: APPLESOFT, BASIC, COBOL, PASCAL
Operating Systems: APPLEDOS, CP/M-80, TRSDOS
Microprocessor(s): 6502, 8088, Z-80, 80A
Documentation Required: COMPLETE
Evaluation Period: 2 WEEKS
Marketing Rights: BUYS ALL RIGHTS
Payment Procedure: 10-20% ROYALTY
Comments: SIMULTANEOUS SUBMISSIONS OKAY

ZENITH DATA SYSTEMS

1900 NORTH AUSTIN
CHICAGO, IL 60639
☎312-745-2587
☞**MICKEY KOSANOVICH** MGR. S/W SUBMISSIONS
Principal Business: HARDWARE MANUFACTURER, DISTRIBUTOR
Date Started: 1979
Employees: 740
Annual Sales: $10M
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: LETTER PREFERRED
Hardware Preference: ZENITH
Programs Needed: EDUCATIONAL, MANUFACTURING, SCIENTIFIC
Languages: COBOL, FORTRAN, PASCAL
Operating Systems: CP/M-80, MP/M, MDOS
Microprocessor(s): 8080, 8085, 8088, Z-80
Documentation Required: COMPLETE
Evaluation Period: 2 MONTHS
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: PURCHASE AT DISCOUNT OR BUY OUTRIGHT
Comments: WRITE FOR MORE INFORMATION

Notes

80 MICRO

80 PINE STREET
PETERBOROUGH, NH 03458
☎603-924-9471
☞**MARKETING DIVISION** SOFTWARE ACQUISITION MANAGER
Principal Business: PUBLISHER
Date Started: 1977
Employees: 10
Annual Sales: $600K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Information Kit Available: YES
Submission Procedure: QUERY
Hardware Preference: RADIO SHACK
Programs Needed: GAMES, EDUCATIONAL
Languages: BASIC, MBASIC
Operating Systems: TRSDOS
Microprocessor(s): 8080, Z-80
Documentation Required: COMPLETE
Programming Assistance: YES
Evaluation Period: 6 WEEKS
Marketing Rights: EXCLUSIVE
Payment Procedure: $50-65 PER PRINTED PAGE OR OUTRIGHT PURCHASE
Comments: ARTICLES, REVIEWS, PROGRAMS DEALING WITH TANDY EQUIPMENT ONLY

6502 PROGRAM EXCHANGE

2920 W. MOANA
RENO, NV 89509
☎702-825-8413
☞**DAVID P. MARSH** VICE-PRESIDENT
Principal Business: SOFTWARE HOUSE, DESIGNER, DEVELOPER
Date Started: 1976
Employees: 5
Annual Sales: $499K
Mainframe: NO **Mini:** NO **Micro** YES
Publisher: YES **Distributor:** YES
Submission Procedure: SEND PROGRAM PROPOSAL
Hardware Preference: APPLE, *AIM*, *KIM*, *OHIO* SCIENTIFIC, SYM
Programs Needed: EDUCATIONAL, ENGINEERING/MATH, SCIENTIFIC, UTILITIES
Languages: MBASIC, COBOL, BASIC
Operating Systems: APPLEDOS, APEX
Microprocessor(s): 6502
Documentation Required: COMPLETE
Evaluation Period: 2 WEEKS
Marketing Rights: NON-EXCLUSIVE
Payment Procedure: 10-20% ROYALTIES
Comments: SEEKS ASSEMBLY LANGUAGE PROGRAMS FOR 6502CPU

UPDATE ON VIDEO GAMES

More than a decade has passed since Magnavox brought out the very first programmable system that would permit you to play games on your television screen. It wasn't that long ago and yet, in contrast to the systems available today, the "ODYSSEY" SET INTRODUCED BY Magnavox seems rather primitive.

Not only is that original idea continuing to change, but the changes are taking place more rapidly. In the process, the PROGRAMMER must maintain a competitive edge, staying abreast of developments with an eye out for industry trends and forecasts of what the future holds in store.

While the Magnavox's "Odyssey" was a milestone that marked the dawning of the home video game age, the industry itself has had an even shorter life span. Five years ago, the industry was centered on four primary competitors. All of them were manufacturing both hardware and software. the heavyweight contenders were Atari, Bally Arcade (later Astrovision), Mattel, and Odyssey. At the time, there was not much faith in the industry's long-term growth potential.

With several joysticks, paddles and controllers available for the Atari 2600, the software writer's imagination is challenged.

The next year, things began to pick up. Atari, for one, began to approach things more seriously, developing and coordinating theproduction, marketing and distribution aspects. The first home video game mega-cartridge, "Space Invaders," was released. George Plimpton became a spokesman for home video games that year, as magazine and television ads for Mattel's Intellivision helped quicken the pace of things. Activision came into being, introducing a horse of a different color in the race. Activision's entry anticipated an industry within an industry. It was the only software manufacturer in a field where hardware and software manufacturers were the same company. Near year's end, as Bally pulled out, there was still a great deal of uncertainty about the future of the video game industry. During that year, the Christmas sales demand for software far exceeded the supply. 1980 ended with a sell-out of all available software. At that time, there were around 3.5 million video game systems in American homes.

In the course of 1981, the marketplace began to catch fire, and new indications of growth potential spurred renewed interest in the industry. Activision's delivery capacity, for example, grew by 1000% in a six month period. Industry analysts were estimating that as much

as 25% of the current demand was going unfulfilled. In the last half of the year, producers were able to market and dispose of all the video game software that they could produce. By year's end a host of new software companies made their debut, among them, Imagic, CBS, Coleco and 20th Century Fox.

Too few programmers visualize the finished game when they begin.

If the marketplace were starting to "catch fire" in 1981, in 1982, it burst into flame almost overnight. There were even more software companies looking for an in, and no less than two hundred new titles were introduced. Some 15 million hardware units and 65 million software units were sold. The retail level volume in software sales alone for 1982 came to 1 1/2 billion dollars. Fanning the flames, the industry spent 150 million dollars on advertising. Also in 1982, home computers were being introduced, with several models becoming available for around 200 dollars.

Presently, there are several hardware units or machines which reign supreme in the marketplace. The Atari 2600, often referred to as the VCS (Video Computer System), ranks as the most widely distributed home arcade machine in all the world. Although there are more sophisticated game players available, one of the primary attractions of the 2600 is the extensive library of software that is available for it. Atari 2600 owners have hundreds of cartridge choices (which are also accepted by the Sears Tele-Arcade). From a PROGRAMMER'S point of view, games designed for the 2600 (or compatible units) are characterized by a limited number of simultaneously-moving objects on screen, low resolution graphics, and generally excellent play-action. With several joysticks, paddles, and controllers available for the unit, the designer's imagination is challenged for ways to incorporate these into new software.

Odyssey is still with us, in other incarnations. The Odyssey-II unit is available with a speech synthesis module as a peripheral that enables the player to add interesting effects to certain cartridges designed for this machine. The Odyssey-III unit is a more sophisticated version of model II, which accepts that model's cartridges while offering owners a real keyboard, modem access to computer data bases, a revamped joystick and a more sophisticated voice module.

The Christmas sales demand for software far exceed the supply.

Astrocade, the descendant of Bally's Professional Arcade, features a small number of very good cartridges for the unit, with plans to expand upon its nicrar of games. In Astro/BASIG programming cartridge is available for use in conjunction with an Astrocade keyboard, permitting the unit to mimic a personal computer.

Mattel's Intellivision ranks second in popularity, right behind Atari's 2600. Its keypad portion allows for a more sophisticated approach to player input. The graphics in general, are excellent. Also excellent is its extensive library of sports cartridges and some of the adventure games available for the unit. A speech synthesis module is also available for the Intellevision.

ColecoVision and Atari's 5200 unit are examples of the more sophisticated computer-oriented game systems. Industry analysts are laying odds that ColecoVision will become the most popular video game of the 80's. Software, however, for the unit is virtually non-existent as compared to a video game unit like the Atari 2600. Fewer than two dozen cartridges are presently on the market, which is AN INVITATION FOR DESIGNERS UP TO THE TASK. So far, emphasis has been heavy on home versions of the popular coin-operated games. In the interim, a module is available which serves as an emulator, allowing owners of the unit to utilize the cartridges designed for the 2600. Another module and kit permit the conversion of Colecovision. These units are the shape of things to come.

Other trends include a tendency away from designing software for any one computer.

Other trends include a tendency away from designing software for any one computer and a need for software anticipating the home computer center. Entertainment, educational, and utility software can interface with game systems, making learning more fun. There will be many possibilities for new learning games as well as greater depth and sophistication in programming. Certain designers have even begun to anticipate a trend towards serial and sequel programs and the need for multi-player programs.

Input from other enthusiasts and programmers can be very helpful. You might even consider the formation of a team that can contribute towards a common objective or tackle a specific problem from several angles. The organization of creative ideas is essential. Too few programmers visualize the finished game when theybegin. Story boards are useful here for the arrangement of sequences. The primary directive for designers is to stay abreast of new technologies such as more advanced chips, which reveal new possibilities and allow for greater enhancement or sophistication of the program. One way to accomplish the suggestions in this paragraph is to join SWIG. Their application is on the inside back cover.

A great deal of the design activity taking place happens not so much within a corporate framework as within the garages or basements of isolated and independent programmers. A composite profile of the best game designers would read like this:

He is someone who easily becomes engrossed in his projects to the point that a number of months will be invested in software pursuits. He may posess a Ph.D. in computer science or may be a high school graduate. He strives for creativity, trying to incorporate new and different ideas like better sound, sequence, and graphics. He is fluent with code and loves to play the coin-op video games. Most likely, he has spent a small fortune on them. There's also the opposite type - with no game experience - just a strong urge to make money. Whatever your motive the game industry will be a growing challenge and opportunity for many years.

The programmer must maintain a competitive edge.

Which Bit is Better?

Successfully marketing any software program requires the ability of the software writer to recognize beforehand which bit system will best serve the needs of the program he or she is about to design. Amid all the advertising hype about 16 bit versus 8 bit, it is often hard to separate fact from theory. There are a few simple guidelines, and they should be considered well in advance of writing any software program, lest the software writer find himself with an ingenious program severely handicapped by having a limited audience.

Most software presently available for personal home computer use runs on an 8 bit system. This makes sense when you consider that personal computers fulfill 3 basic functions - (1) A home entertainment device, (2) an instructional tool (3) a hook-up to other information retrieval services. When writing programs which are geared to personal home computer use, an 8 bit system seems adequate.

Up until now much of the software used on 16 bit systems have been adaptations of 8 bit software.

This is not to suggest that 8 bit systems cannot be effectively used in business applications. The decision to write for an 8 bit or a 16 bit system now becomes a question of which of the two systems will most effectively enable your particular program to perform its function.

Take for example, word processing, which basically is character manipulation. Since the computer's internal representation of a character is exactly 8 bits, an 8 bit system may be the most efficient. Thus, a program designed to run on an 8 bit system may have a wider "user" audience.

When it comes to writing programs for use involving numeric computations, the software writer would do well to consider writing for the 16 bit system. Though 16 bit systems have not yet reached their full potential, they can be far more effective with spread sheet and accounting programs.

The reason for this is clear. A computer with a 16 bit word size can represent two characters in a single word as opposed to an 8 bit numeric capability of 0-255 with a single word being able to represent a numeric value from 0-65,535. The larger word size makes numeric computation faster. The advantages of an accounting program written for a 16 bit system is easily seen.

For a program using graphic display, writing for a 16 bit system is almost a must. Besides using a great deal of numeric computation the "user" will need to use up more memory space. The 16 bit systems have a far greater capability for accessing additional memory space than the 8 bit system which is only capable of accessing up to 75,536 bytes of memory or 64K. Keep in mind, however, that additional memory capability of the 16 bit systems is largely theoretical since most 16 bit systems are sold with only 64K of memory anyway.

Most of the software developed specifically for use with 16 bit systems is much higher in quality and functionality than corresponding 8 bit software. It's marketing appeal is to businesses or corporate use. Here, ease of use and clear, concise documentation are extremely important factors. Up until now much of the software used on 16 bit systems, have been adaptations of 8 bit software. Programs designed specifically for use on the 16 bit systems, or which utilize the capabilities of such a system may find a market for growth in corporate use.

Though 16 bit systems have not yet reached their full potential, they can be far more effective with spread sheet and accounting programs.

As for the question, "Which Bit is Better?" That can only be answered by you, the software writer. You know that you want your program to do. Compare the advantages and disadvantages of each system. Match your needs against those of the program "user" and always keep in mind the ultimate use for which you have written your program.

TOUCH TECHNOLOGY

Developing from an infancy which relegated touch technology applications to elevator call buttons and control panels, touch-sensitivity has caught up with the Computer Age. Several firms and individuals are giving touch technology serious consideration. The use of touch screens simplifies the operation of computers especially for persons without keyboard skills.

As a programmer, you may wish to incorporate touch-sensitivity, and the use of touch-sensitive screens into your programs. For this reason, we have provided an overview of developments in the field and an introduction to applications of this technology. We suggest that you contact the various manufacturers cited in this article for additional information.

Touch sensitivity enhances the computer's teaching ability.

All touch screens are similar in that they are based on a system of indicating a point or an area of the screen by the use of x and y coordinates on a grid. Each of the firms engaged in the manufacturing of touch sensitive screens may utilize different methods to accomplish this but, essentially, in each case, the computer determines what part of the screen the operator is touching and responds.

As the application of x and y designation-by-touch has been explored, so too has the touch screen itself been explored, developed, designed and re-designed. The earlier screens depended upon minute and nearly invisible conductive fibers which were applied to the glass of the screen. The body's own

capacitance relayed through the finger(s) of the person touching the screen would tell the computer what part of the screen was being touched. Although still employed and adequate for numerous applications, this method is somewhat limited, due to minimal resolution. In other words, how many x and y coordinates can be on the screen?

Among the low resolution touch screen applications, are a number of educational programs such as the PLATO series of learning games, marketed by the Control Data Corporation. In Control Data's testing scenario, you touch a box adjacent to the answer you've selected. In their physiological scenario, the screen shows the organs of the human body. The operator identifies the various organs, indicating them by touching the corresponding image on the screen. A learning game for children in the series permits the child to construct sentences by touch-selecting images appearing on the screen. The computer provides a written sentence across the top of the screen which corresponds with the picture sequence that the child selects.

All touch screens are similar. . . they are based on a system of indicating a point by the use of x and y co-ordinates.

Control Data Corporation uses a screen covered with a Mylar film. This plastic film is pressed against the glass of the screen as the operator touches it. This system has its drawbacks, as the Mylar film is subject to wear and tear with continued use and to varying elasticity with changes in temperature.

Another approach to the touch screen is the system developed by Carroll Touch Technology (Champaign, Ill). Carroll utilizes a frame placed around the screen consisting of light-emitting diodes (LEDs) and photosensitive cells.

When your finger touches the screen, a coordinate is indicated in the vertical and horizontal crossfire between the LEDs and the photosensitive cells on the sides of the screen. This system offers greater resolution in the sense that more areas can be indentified on the screen's grid. The system is also unaffected by extremes in temperature, or by any application that would expose it to continued use. For these and other reasons, Carroll Touch Technology's system is employed in situations which place great demands upon the system, such as the information center at Disney World's EPCOT Center. The higher resolution aspect permits a wider range of applications for touch screen technology in transit and utility scenarios, where transit commands can be given, and valves can be opened or closed simply by touching modified computer screens.

Still another approach to touch-sensitive screens is the high resolution system developed by the New England Technology Group (Woburn, Mass). NETG's design offers even greater resolution than Carroll's infrared frame system, and has been in service at the most recent World's Fair, in Knoxville, TN.

The NETG design consists of a sandwich of conductive surfaces which cover the entire screen. A small space exists between the two surfaces which connect when a finger is pressed up against the screen, marrying the two conducting surfaces. One of these surfaces provides the horizontal x designation and the other provides the corresponding vertical y designation. This permits the computer to read the exact point of contact. Apple Computers has already committed itself to the NETG screen for use in its computer store Information Centers.

Most of the touch panels and touch-sensitive screens to date, have been developed with specific clients in mind. Home computer applications for touch-sensitive technology are almost non-existant, and the possibilities for touch screen applications in public places is limitless. Considering this, and the fact that touch sensitivity enhances the computer's teaching ability, the door is wide open for software writers who possess the foresight to anticipate the trend.

Integrated Software Programs

An up and coming trend in the computer industry is integrating software to provide windows through which the end-user can access several different fields of data at once. Most programs presently on the market are written to perform one specific function at a time but there are times when the ability to access several programs at once would be a distinct advantage.

Because of their advantages, integrated packages are expected to be very popular with end users.

It is only recently that microcomputers have become powerful enough for windowing systems to be practical. Integrating software requires a great deal of computing power in order to be useful. An 8-bit system is capable of running an integrated package, but when programs become too complex, the demand may become too much. With the birth of the 16-bit systems with added memory capability, it became feasible for a computer to have several complex programs running simultaneously.

Another factor that is moving integrated software along is the availability of inexpensive memory. High resolution, bit-mapped display techniques make the sophisticated visual capabilities of the new software work. A bit-mapped display is one where every picture element created and displayed by the computer has a corresponding location in memory. With additional memory so inexpensive, high-resolution displays are feasible. The ability to put high-resolution images on the screen, and manipulating them makes it possible to present the display needed for windowing software.

Manipulation is done by controlling the "mouse" which sits on the desk-top and acts as a marker which moves corresponding elements about on the screen.

Another important factor necessary for windowing is a powerful microprocessor. Not only does screen manipulation use up enormous amounts of data, the microprocessor must maintain a certain level of computation. Up until now, this type of microprocessor simply was not available.

. . . the ability to access several programs at once would be a distinct advantage.

There are multiple advantages to using integrated packages. For one, they are easy to master. They use a consistent set of commands and operating concepts. A user can apply what he has learned about one function to other functions. Because of their advantages, integrated packages are expected to be very popular with end-users.

KNOW YOUR COPYRIGHTS

THIS ARTICLE WAS EDITED BY THE LEGAL DIVISION OF SWIG. ANY QUESTIONS SHOULD BE SUBMITTED DIRECTLY TO SWIG. (SEE THE INSIDE BACK COVER.)

What is a copyright and what does it do? A copyright guarantees, to the owner, the right to make and distribute copies of his copyrighted material. In order for a copyright to be valid, the material must be in a tangible form. Copyrights cover the written expression of a program, not the idea.

What protection do you have that guarantees your rights as the program owner?

Does a copyright cover source code? Copyrights do protect your source code, however, there is still some uncertainty as to whether object code is covered. Your software manual and documentation can also be protected by copyright.

How do you obtain a copyright?Registration must be made with the Copyright Office in Washington D.C., as soon as possible. To register, you must fill out and submit a special form. You will be required to deposit your software with the copyright office, and pay a small reeistration fee. Any published copies of your software should include a copyright notice with your name, and year copyright was granted (eg. Copyright John Doe 1982).

Who receives copyright ownership? Prior to January 1st, 1978, whoever paid to have the program written was considered the owner, unless a written agreement existed between the programmer and the employer, which stated otherwise. Under the most recent copyright laws, effective January 1st, 1978, copyright ownership belongs to the programmer. The only exception to this was when the work was "made for hire". A work "made for hire" as defined by the copyright law is any work prepared by an employee "within the scope of his employment" or specially commissioned.

Your software manual and documentation can be protected by copyright.

If the programmer is a free-lance programmer there must be a written and signed agreement specifying that the work for which the programmer was hired shall be considered "made for hire". Examples of this would be a contribution to a collective work, a supplement, a translation, a compilation and an instructional text.

What does the term "within the scope of his employment" mean? That depends upon the facts of the particular

situation. A programmer hired as an employee of a company, who write programs on-the-job, more than likely, would be considered working "within the scope of his employment". Even if there is no written agreement between employer and employee, ownership would go to the company. The essential factor in determining whether an employee was "within the scope of his employment" is whether or not the employer had the right to supervise and direct the work being performed. Other factors considered would be the amount of compensation received, was the work requested, who incurred the expense, where was the work done, and did the employee receive any employee benefits.

What if the employee worked at home? If the program written is in the same software line as that of the company, it probably belongs to the employer. If it was not related to the company's usual software line, ownership would probably go to the programmer.

How do copyright laws apply to software development managers? Unless an expressed written agreement exists involving ownership of the software, the copyright would be owned by the programmer. The reason for this is that free-lance software development managers usually are hired because there is no in-house capability to develop software. Therefore, the employer would not direct or supervise the work.

How do copyright laws relate to "joint work"?Copyright law defines "joint work" as "work prepared by two or more authors with the intention that their contributions be merged into inseperable or interdependent parts of a unitary whole." All co-programmers share equally in copyright ownership in "joint work" unless a written agreement exists stating otherwise. A co-programmer may even sell his interest to a third party and his heirs would be entitled to inherit his interest upon his death.

We recommend that before signing any contract or document regarding copyright ownership, you consult an attorney. For additional information on copyrights you can write to the United States Copyright Office, Library of Congress, Washington, D.C. 20559.

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